



**MANY WORLDS.
MANY EXPERIENCES.
NOW OPEN.**



#OpenExperiences

Axis Bank Credit Cards

NSE: AXISBANK



Investor Presentation

Quarterly Results Q2FY24

We are dil se open

X 5000



BSE: 532215

LSE (GDR): AXB









Axis Bank wins

Asian Banking and Finance (ABF) Retail Banking Awards 2023 for:
Domestic Retail Bank of the Year - India
Digital Transformation of the Year - India

Axis Bank at a glance



Axis Bank 	3rd <i>largest Private Bank in India</i>	46 mn+ <i>Customers</i>	99,350+ <i>Employees</i>	5,152 <i>Branches*</i>
Market Share 	5.3% <i>Assets ¹</i>	4.8% <i>Deposits ¹</i>	6.0% <i>Advances ¹</i>	14.1% <i>Credit Cards ²</i>
Profitability 	4.11% <i>Net Interest Margin ³</i>	2.41% <i>Cost to Assets ³</i>	2.60% <i>Operating Profit Margin ³</i>	
Balance Sheet 	17.84% 14.56% <i>*** CAR CET 1 ***</i>	₹118 Bn 1.32% <i>Cumulative provisions (standard + additional non-NPA)</i>	79% 0.36% <i>PCR Net NPA</i>	
Key Subsidiaries 	26% <i>Growth in Axis Finance PAT (H1FY24)</i>	8% <i>Growth in Axis AMC Revenue (H1FY24)</i>	2nd <i>Axis Capital's position in ECM ⁴</i>	36% <i>Growth in Axis Securities Broking Revenue(H1FY24)</i>

¹ Based on Sep'23 data ² Credit Cards in force as of Sep'23 ³ for Q2FY24 ⁴ As per Prime Database rankings for Equity Capital Markets for H1FY24

*domestic network including extension counters

***CAR – Capital Adequacy ratio; CET 1 – Common Equity Tier 1 ratio; including profits for H1FY24

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

Major highlights

H1FY24 PAT at ₹11,661 crores growing 23% YOY, H1 consolidated ROE at 19.04% up 179 bps YOY, driven by NIMs at 4.11%, 30% YOY fee growth, 23% YOY loan growth, aided by 15% YOY retail term deposit growth



Healthy operating performance

- Q2FY24 PAT at ₹5,864 crores with consolidated ROE of 18.67%
- Net Interest Income grew 19% YOY and 3% QOQ, Net Interest Margin at 4.11%, up by 15 bps YOY
- Fee income grew 31% YOY and 11% QOQ, granular fee constituted 93% of overall fees, Retail fee grew 38% YOY and 11% QOQ
- Core operating revenue up 22% YOY and 6% QOQ, Core operating profit grew 12% YOY & 5% QOQ,
- Consolidated ROA (annualized) at 1.83%, with subsidiaries contributing 7 bps

Strong loan growth delivered across all business segments

- Advances grew 23% YOY and 5% QOQ; Domestic loan book grew 26% YOY and 5% QOQ
- Retail loans grew 23% YOY and 4% QOQ of which Rural loans grew 24% YOY and 4% QOQ, SBB¹ book grew 42% YOY and 9% QOQ
- Corporate loans grew 21% YOY and 3% QOQ, Mid-Corporate (MC) up 37% YOY and 9% QOQ, SME loans grew 27% YOY and 9% QOQ
- SBB+SME+MC mix at ₹1,886 bn | 21% of total loans, up over ~680 bps in last 3 years

Retail term deposits gaining traction, steady growth in granular deposits

- On MEB basis, retail TD grew 15% YOY & 4% QOQ SA grew 16% YOY, CA grew 7% YOY with CASA ratio at 44%, total deposits up 18% YOY & 1% QOQ;
- On QAB basis, term deposits (TD) grew by 17% YOY & 3% QOQ with retail TD up 13% YOY and 4% QOQ
- On QAB basis, total deposits grew by 16% YOY & 1% QOQ, SA grew by 17% YOY & 1% QOQ, CA grew 11% YOY, CASA ratio stood at 43%
- Average LCR during Q2FY24 was ~118%, Average LCR Outflow rates improved by ~550 bps in last 2 years

Well capitalized with self-sustaining capital structure; adequate liquidity buffers

- Self sustaining capital structure with net accretion to CET-1 of 54 bps in H1FY24, 18 bps in Q2 FY24
- Overall capital adequacy ratio (CAR) stood at 17.84% with CET 1 ratio of 14.56%
- ₹5,012 crores of COVID provisions not considered for CAR calculation, provides cushion of 48 bps over the reported CAR
- Excess SLR of ₹ 56,966 crores

Continue to maintain strong position in Payments and Digital space

- 1.21 million credit cards acquired in Q2FY24, incremental CIF market share of ~15% in last one year²
- 2nd largest player in Merchant Acquiring with terminal market share of 18.6%, incremental share of 23% in last one year²
- Axis Mobile app is the world's highest³ rated mobile banking app on Google Play store with ratings of 4.8 and ~13 million MAU
- 400+ APIs hosted on Bank's API Developer Portal with 285+ Retail APIs

Declining NPAs and slippages, moderate credit costs

- GNPA at 1.73% declined by 77 bps YOY and 23 bps QoQ, NNPA at 0.36% declined 15 bps YOY and 5 bps QoQ, PCR healthy at 79%
- Coverage⁴ ratio at 150%, Standard Covid-19 restructuring implemented loans at 0.19% of GCA and declined 19 bps YOY
- Gross slippage ratio (annualized) at 1.49% declined 39 bps YOY and 38 bps QoQ, Net slippage ratio (annualized) at 0.59%
- Annualized credit cost at 0.42%, declined 8 bps QoQ

Key subsidiaries continue to deliver steady performance

- Total H1FY24 PAT of domestic subsidiaries at ₹689 crs, up 18% YOY; Return on investments in domestic subsidiaries at 53%
- Axis Finance H1FY24 PAT up 26% YOY, ROE at 15.9%, total CAR healthy at 17.9%, asset quality metrics improve with net NPA declining 11 bps YOY to 0.31%
- Axis AMC's H1FY24 PAT at ₹189 crores
- Axis Securities H1FY24 PAT up 14% YOY, Axis Capital executed 48 investment banking deals in H1FY24

QAB: Quarterly Average Balance MAU: Monthly Active Users engaging in financial and non-financial transactions ¹ SBB : Small Business Banking; ² Based on RBI data as of Sep'23

⁴ Coverage Ratio = Aggregate provisions (specific + standard + additional + Covid) / IRAC GNPA ³ across 64 global banks, 82 fintechs and 9 neo banks with 2.2 mn+ reviews

Key metrics for Q2FY24

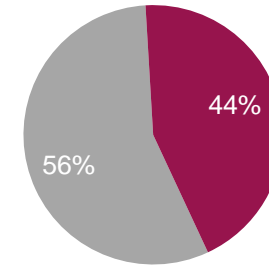
Snapshot (As on 30th September 2023)



	Absolute (₹ Cr)			QOQ	YOY Growth	
	Q2FY24	Q1FY24	H1FY24	Q2FY24	Q2FY24	H1FY24
Profit & Loss						
Net Interest Income	12,315	11,959	24,273	3%	19%	23%
Fee Income	4,963	4,488	9,451	11%	31%	30%
Operating Expenses	8,717	8,232	16,948	6%	34%	31%
Operating Profit	8,632	8,814	17,446	(2%)	12%	28%
Core Operating Profit	8,733	8,295	17,028	5%	12%	19%
Profit after Tax	5,864	5,797	11,661	1%	10%	23%
Balance Sheet						
Total Assets	Q2FY24			YOY Growth		
	13,38,914			13%		
Net Advances	8,97,347			23%		
Total Deposits	9,55,556			18%		
Shareholders' Funds	1,36,702			10%		
Key Ratios						
Diluted EPS (Annualised in ₹) (Q2/H1)	Q2FY24 / H1FY24		Q2FY23 / H1FY23			
	75.28 / 75.28		68.36 / 61.27			
Book Value per share (in ₹)	444		405			
Standalone ROA (Annualised %) (Q2/H1)	1.76 / 1.78		1.80 / 1.62			
Standalone ROE (Annualised %) (Q2/H1)	18.30 / 18.72		18.49 / 16.80			
Cons ROA (Annualised %)	1.83 / 1.81		1.87 / 1.66			
Cons ROE (Annualised %)	18.67 / 19.04		18.90 / 17.25			
Gross NPA Ratio	1.73%		2.50%			
Net NPA Ratio	0.36%		0.51%			
Basel III Tier I CAR ^(e)	15.08%		15.75%			
Basel III Total CAR ^(e)	17.84%		17.72%			

Deposits

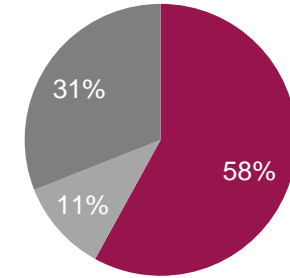
↑ 18% YOY ^(a)
↑ 16% YOY ^(b)



↑ 13% YOY ^(a)
↑ 15% YOY ^(b)

Advances

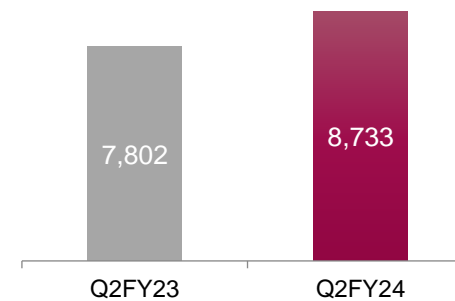
↑ 23% YOY ^(c)
↑ 26% YOY ^(d)



↑ 23% YOY ↑ 27% YOY ↑ 21% YOY ^(c)
↑ 33% YOY ^(d)

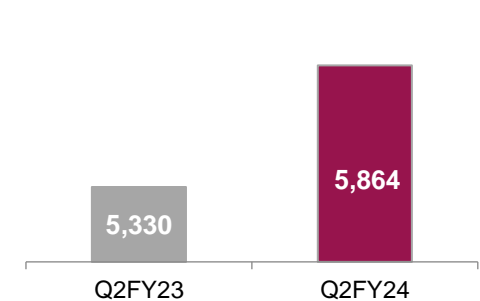
Core Operating Profit (in ₹ Crores)

↑ 12% YOY



Profit After Tax (in ₹ Crores)

↑ 10% YOY

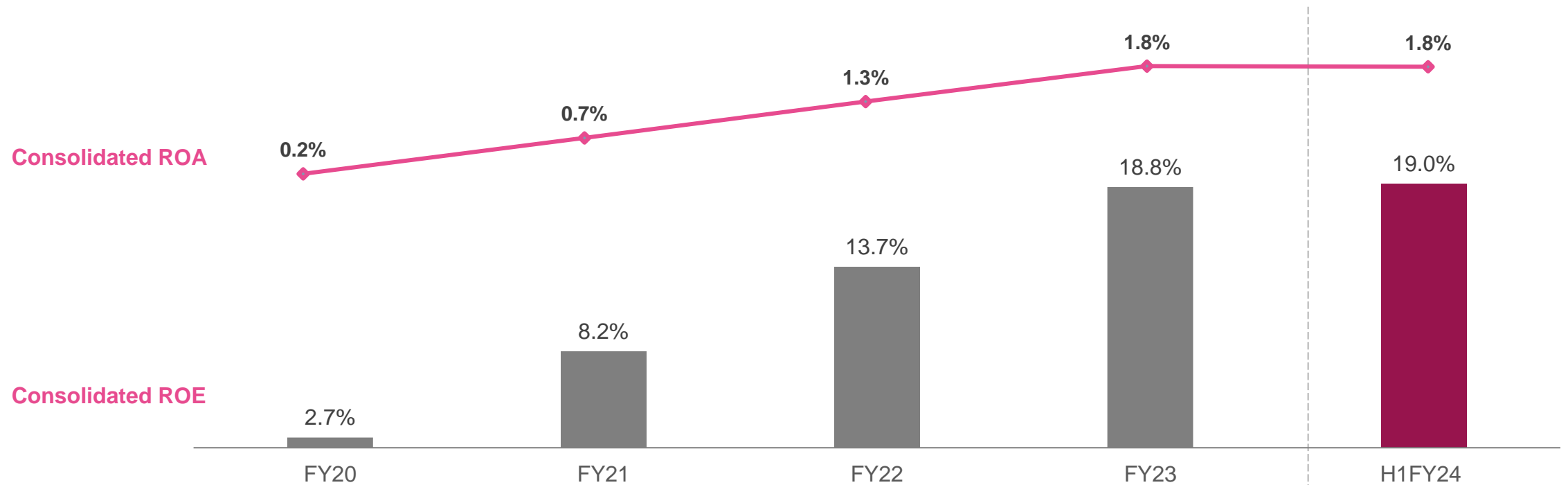


(a) Period end balances (b) Quarterly average balance (c) Overall (d) Domestic book (e) including profit after tax for H1

We have delivered consistent and robust improvement in shareholder return metrics



Trend in Consolidated ROA and ROE



Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

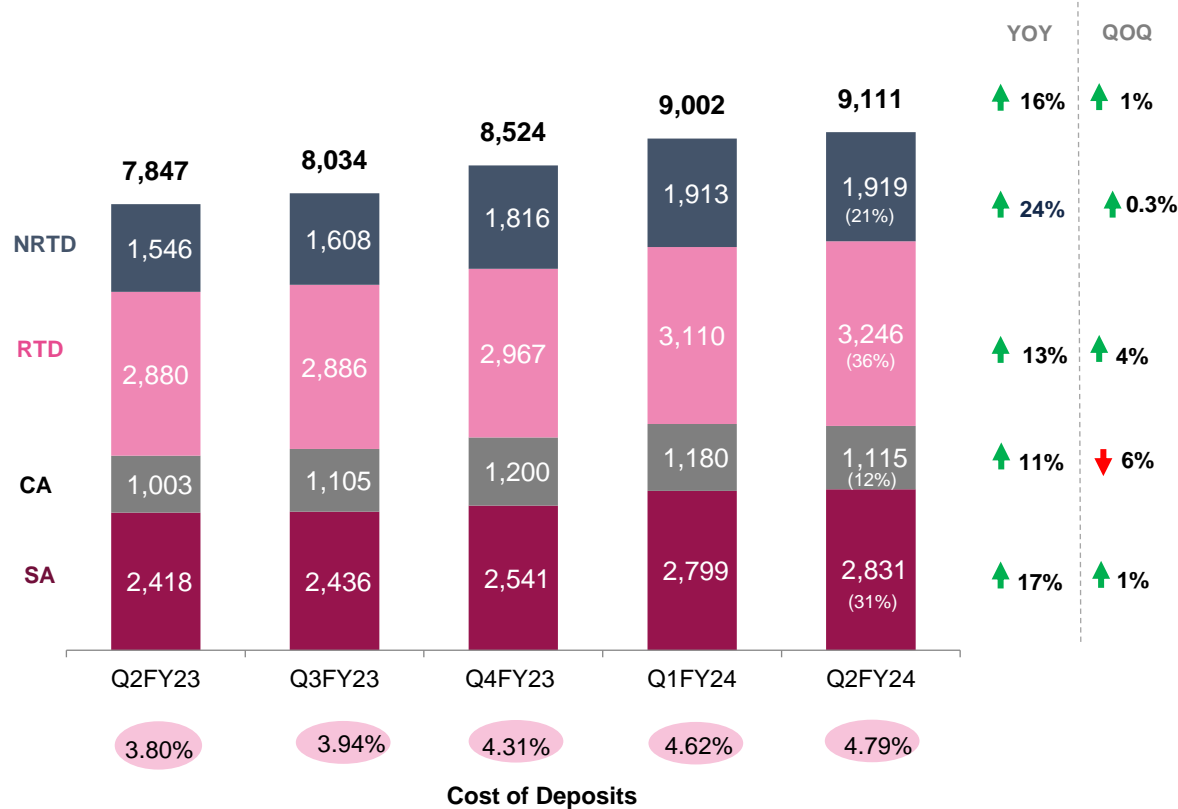
Other Important Information

Deposit and Loan growth performance

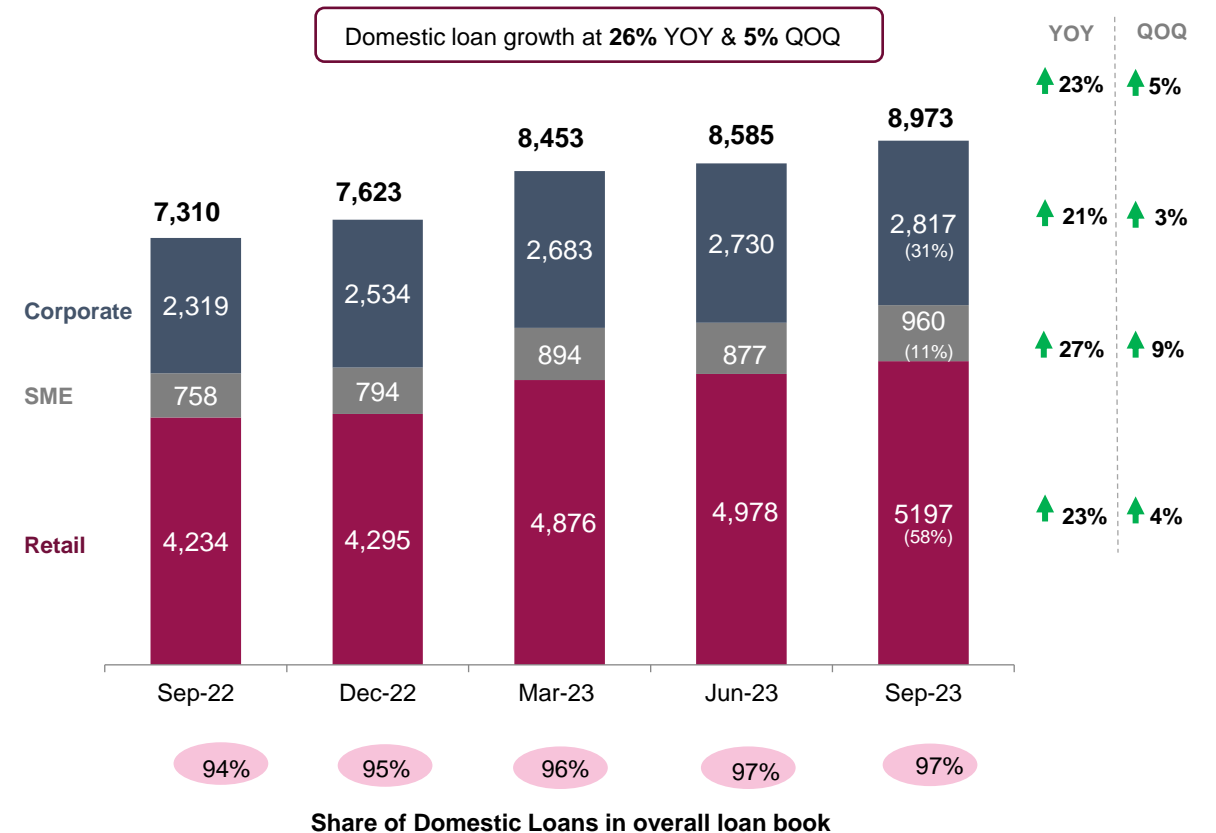


All figures in ₹ Billion

Deposit mix (QAB)^

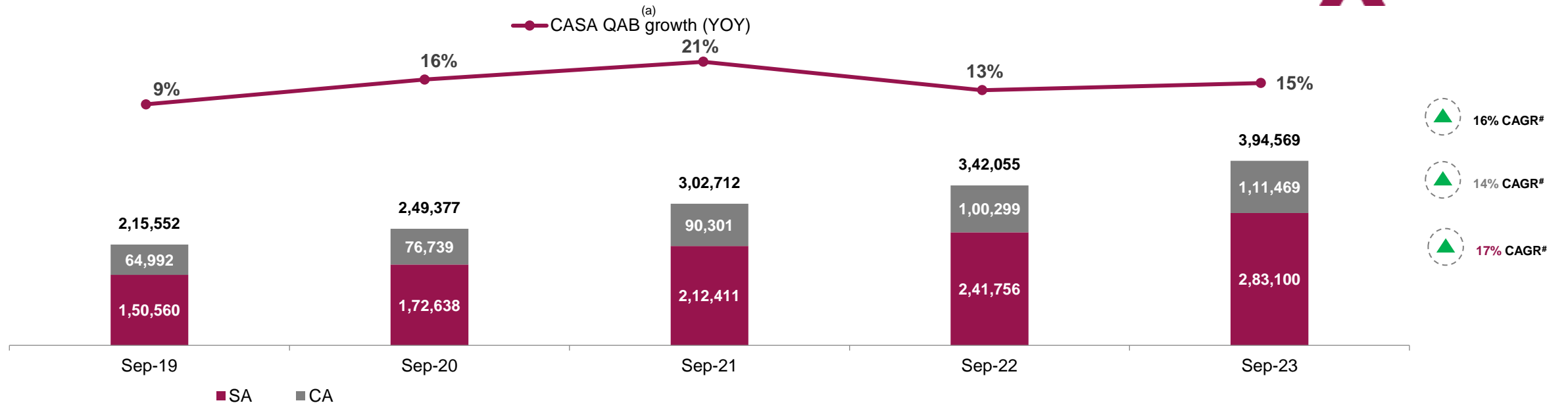


Segment loan mix



^ Quarterly Average Balance

Trend in CASA growth

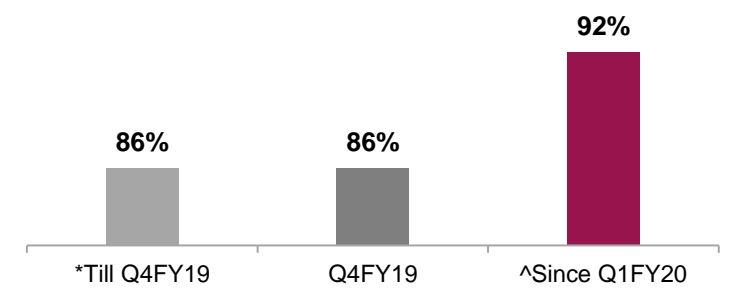
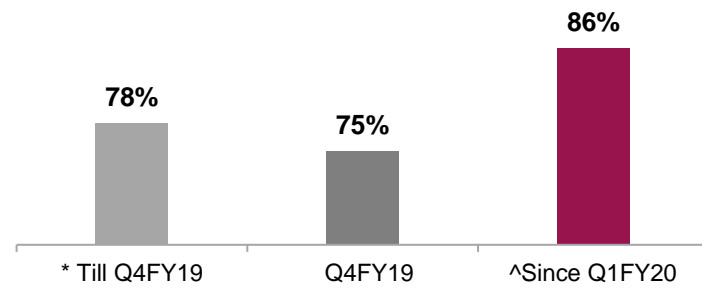
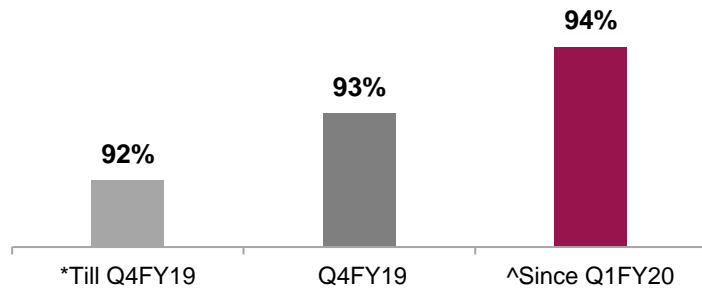


#Sep-19 to Sep-23

SA QAB as % of period end SA balances

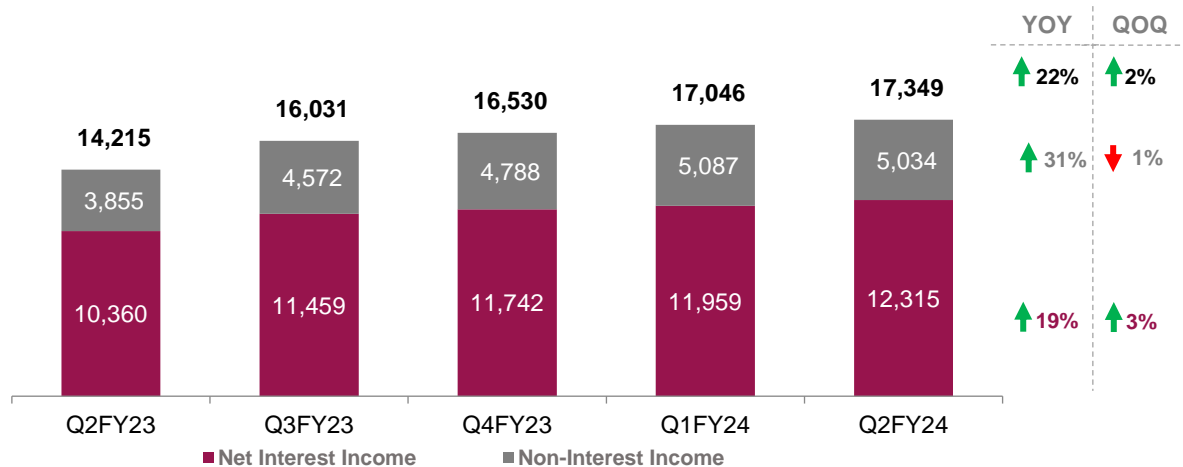
CA QAB as % of period end CA balances

CASA QAB as % of period end CASA balances

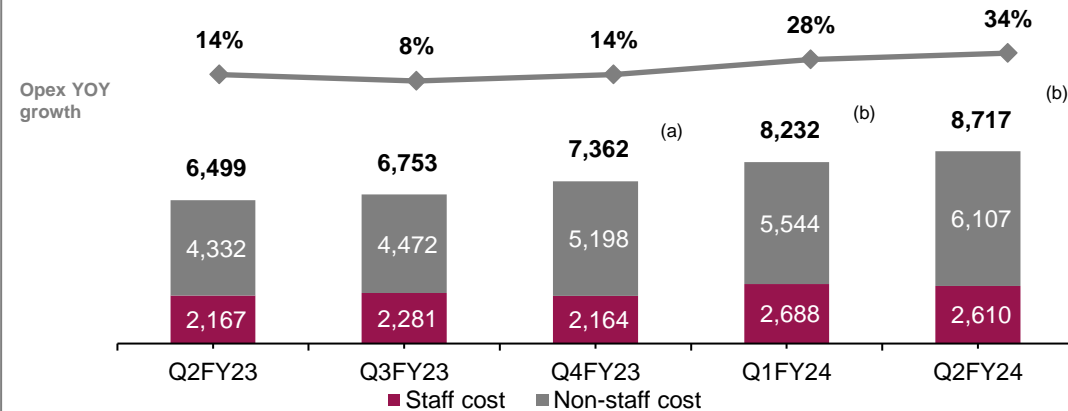


Operating revenue up 22% YOY, Core Operating profit up 12% YOY, PAT up 10% YOY

Operating revenue

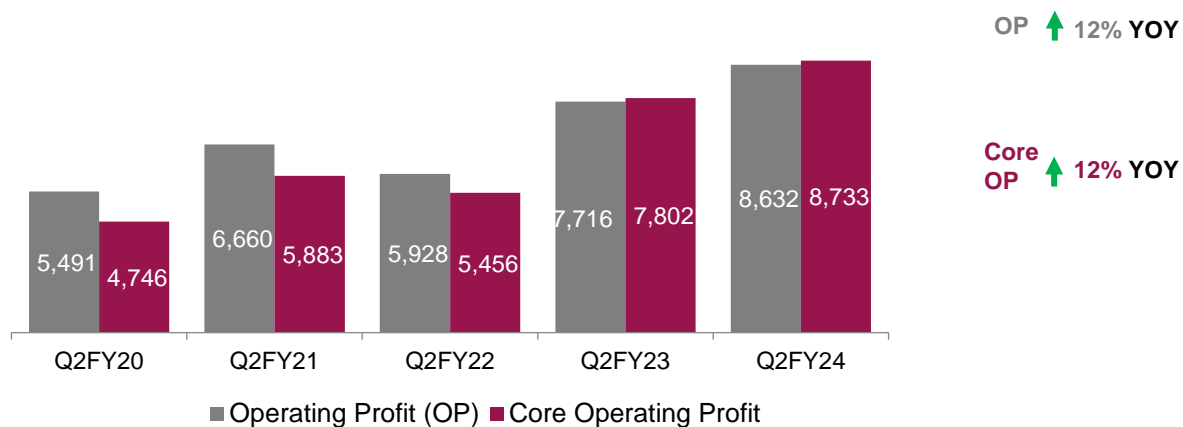


Operating expense

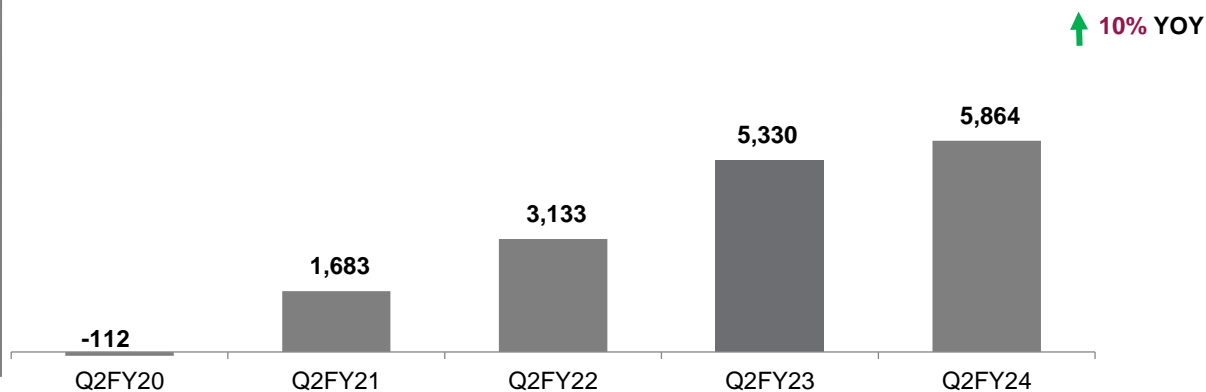


(a) Including one month integration expenses plus Citi business operating expenses
(b) Including three month's integration expenses plus Citi business operating expenses

Operating profit & Core Operating profit



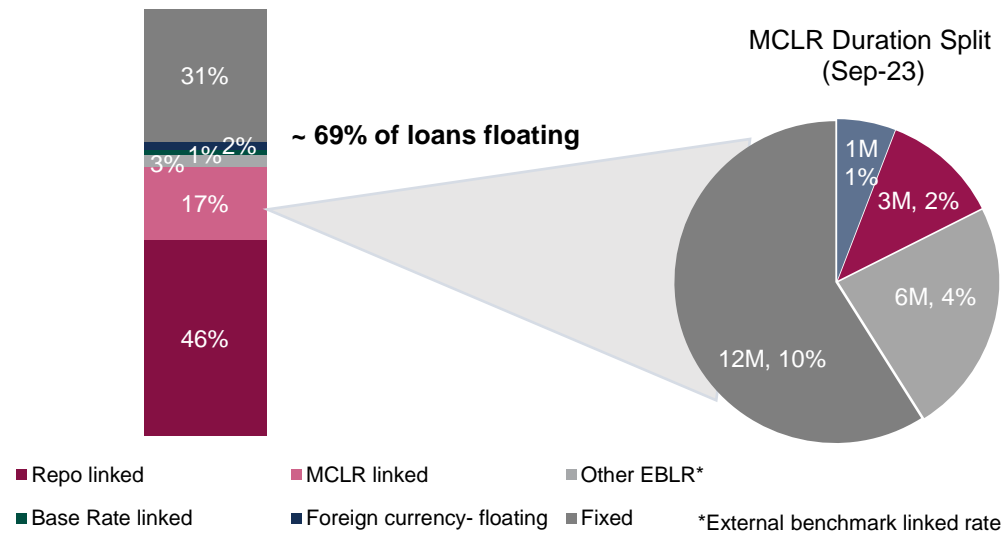
Profit after tax



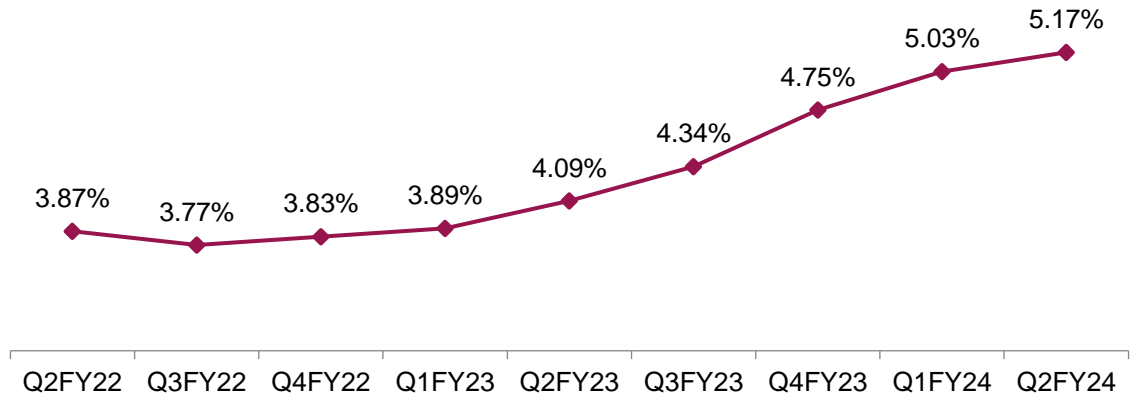
Net interest margin improved 15 bps YOY



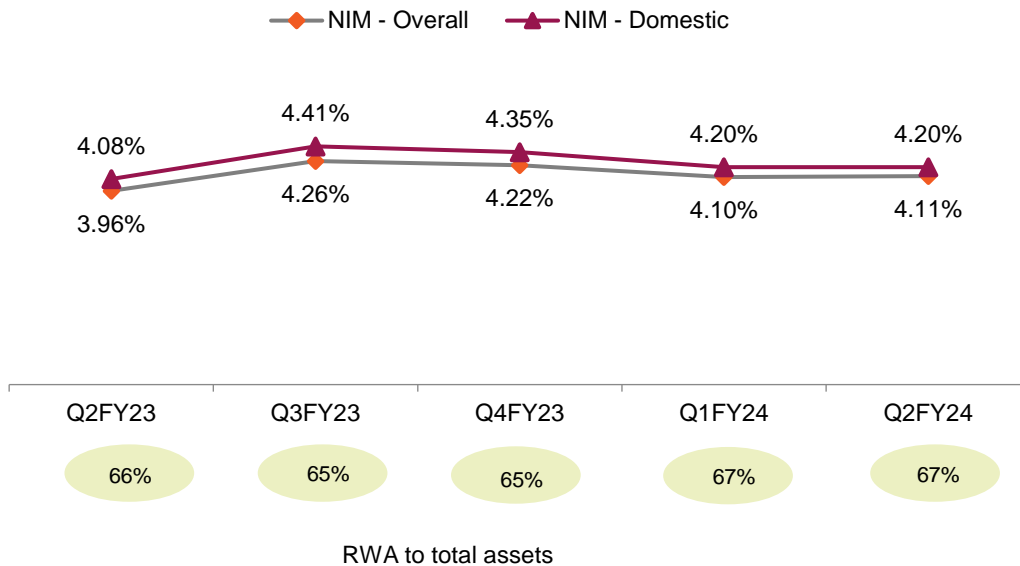
Advances mix by rate type



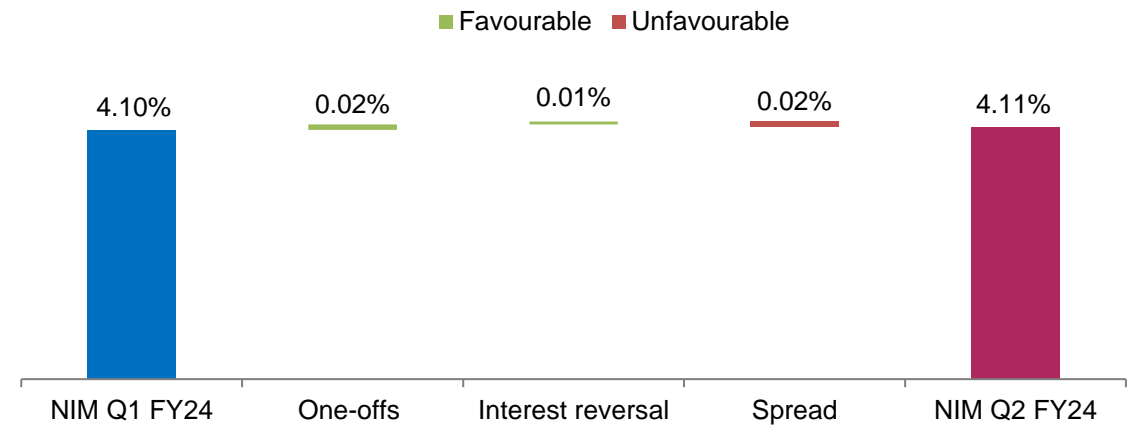
Cost of Funds



Net interest Margin (NIM)

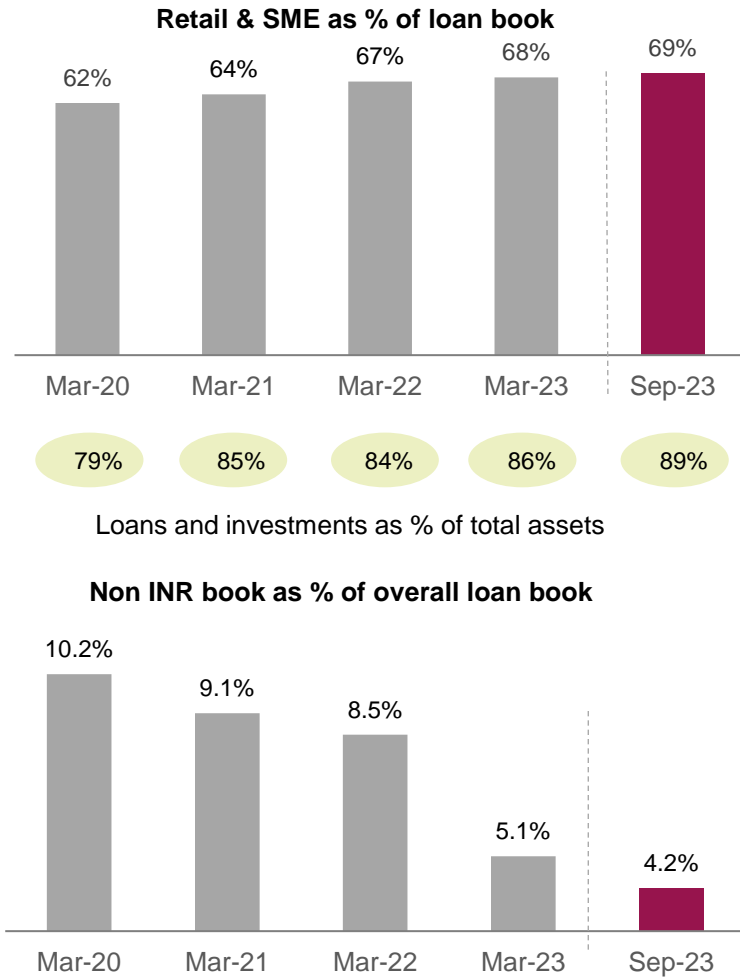


NIM Movement - Q1 FY24 to Q2 FY24

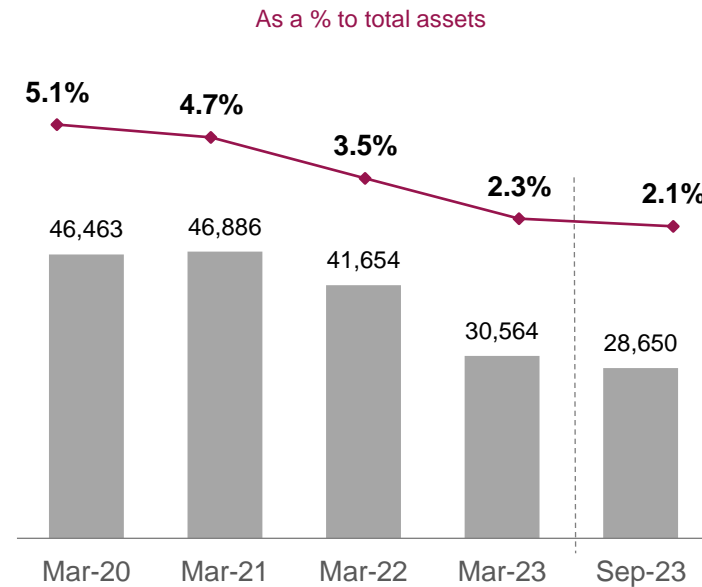


NIM improvement led by structural drivers across the businesses

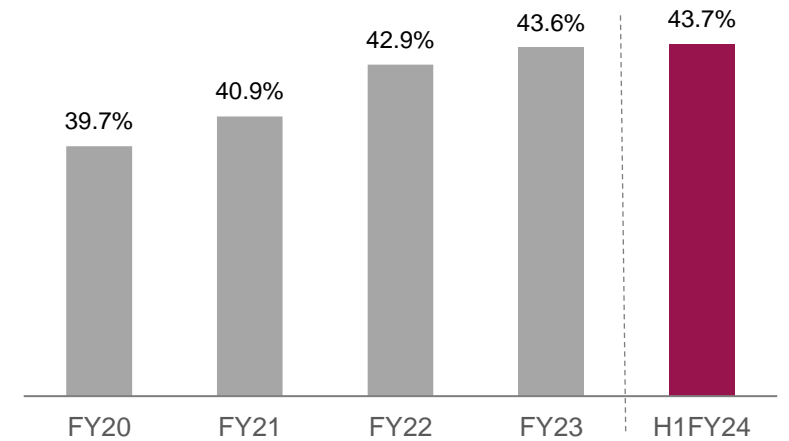
1 Improvement in balance sheet mix



2 Reducing share of low yielding RIDF bonds



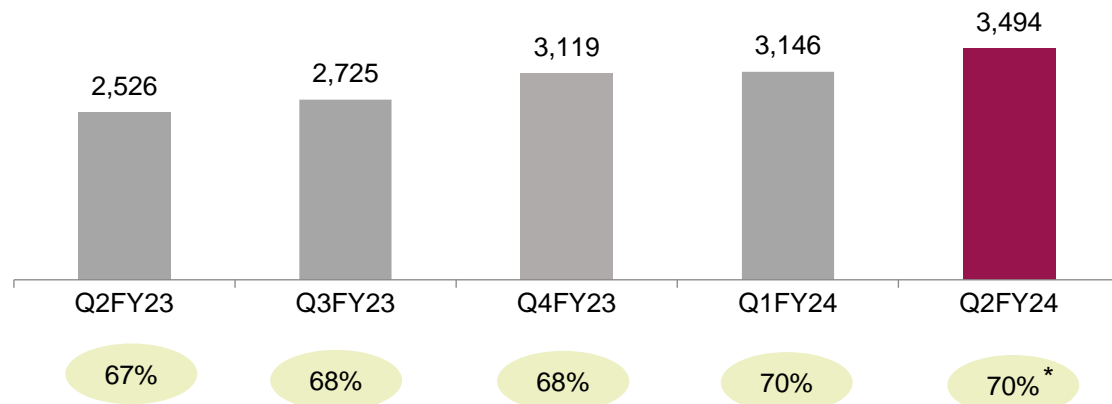
3 Improvement in composition reflected through improvement in average CASA%



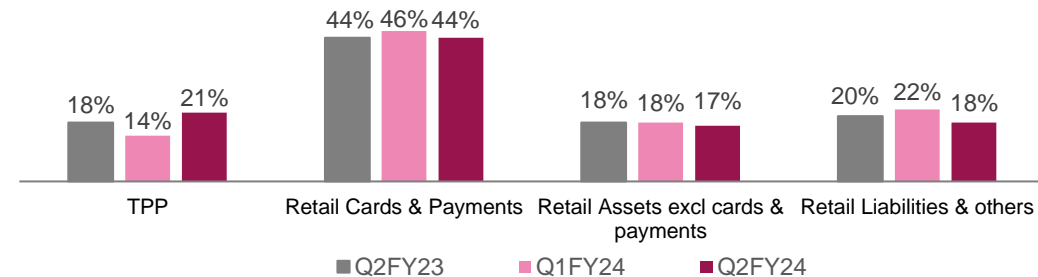
Strong growth in fees; granularity built across our business segments

Retail Banking fees

▲ 38% YOY
▲ 11% QOQ



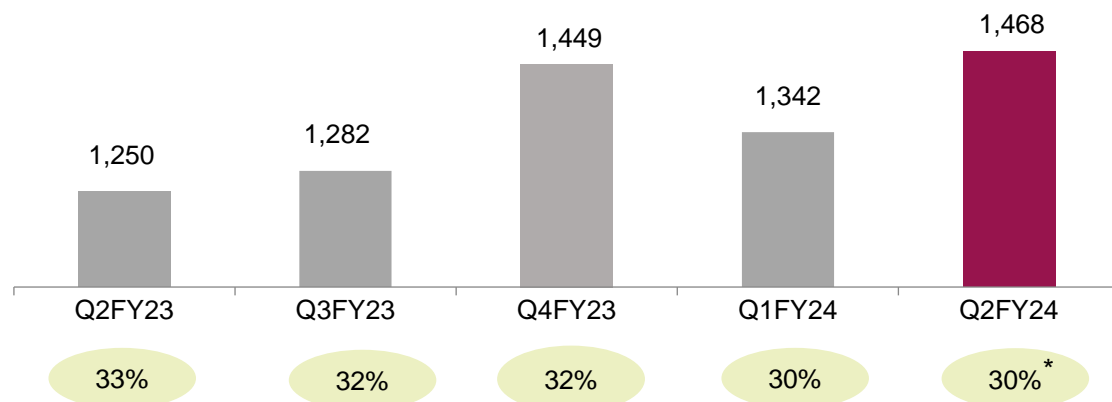
Retail fee mix



- **39%** YOY & **4%** QOQ growth in Retail Cards & payments fees;
- **38%** YOY & **17%** QOQ growth in Retail Assets fees (excl cards & payments)
- **62%** YOY & **72%** QOQ growth in Third Party products (TPP) related fees

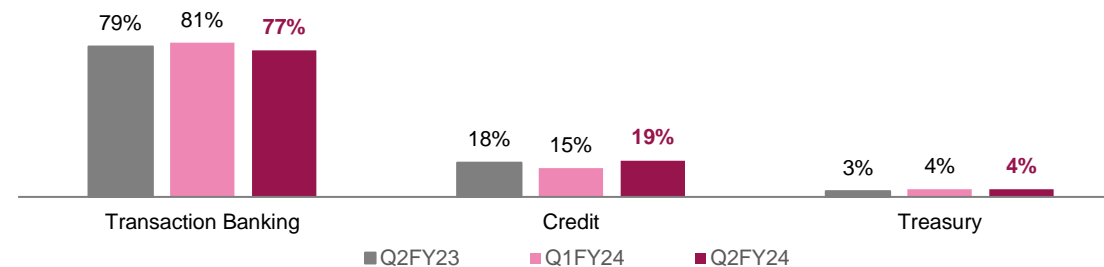
Corporate & Commercial Banking fee

▲ 17% YOY
▲ 9% QOQ



Corporate & Commercial Banking fee mix

Trade, Forex and Financial Institutional payments related fee form part of Transaction Banking



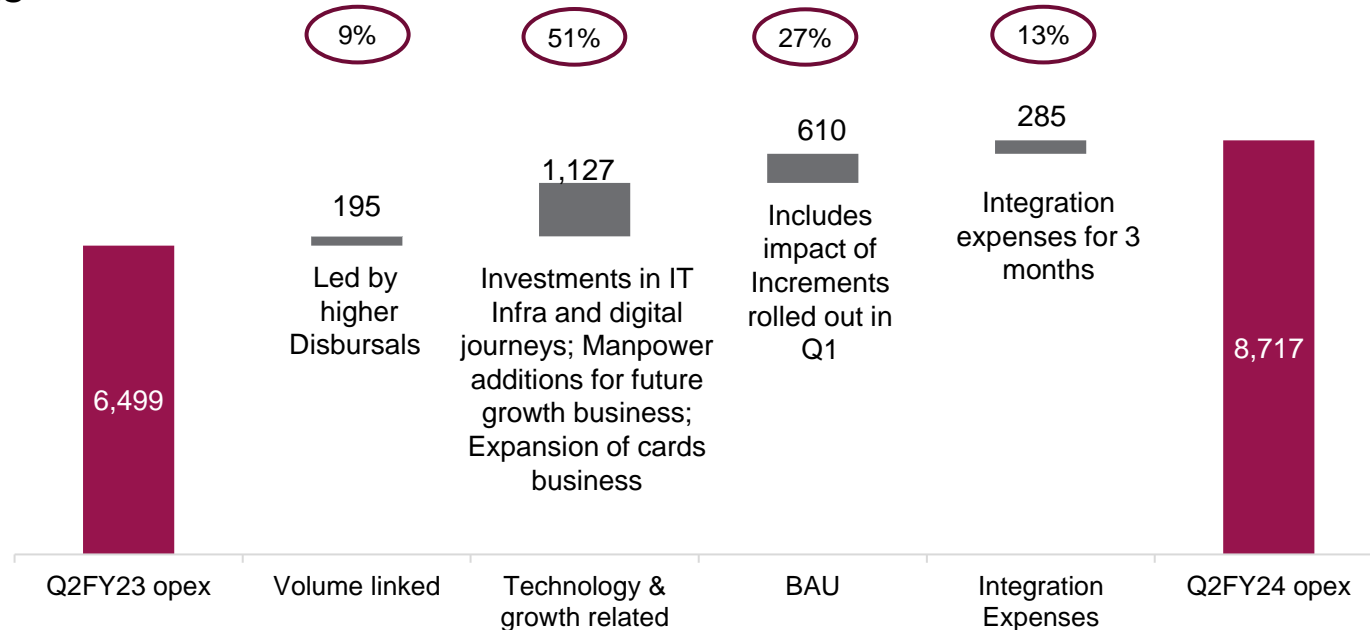
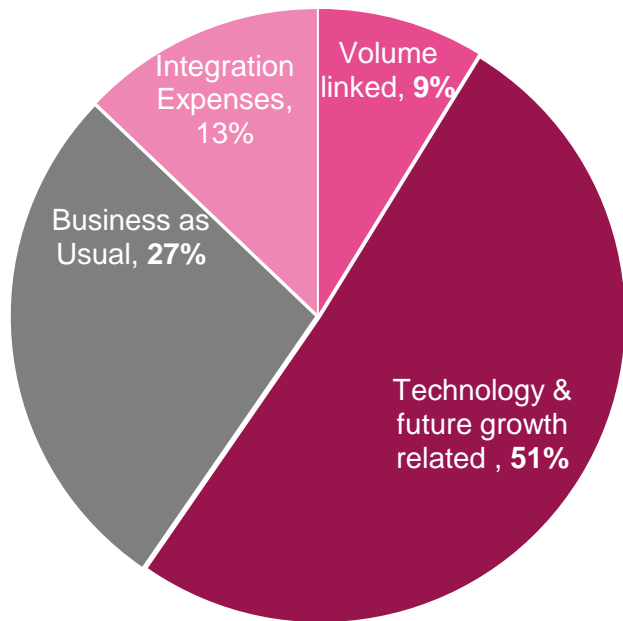
- **13%** YOY & **7%** QOQ growth in traditional Transactional Banking fees excluding forex & trade
- **25%** YOY & **4%** QOQ growth in forex income, **26%** YOY & **39%** QOQ growth in credit related fees

* Figures in green represent share of segment contribution to total fees

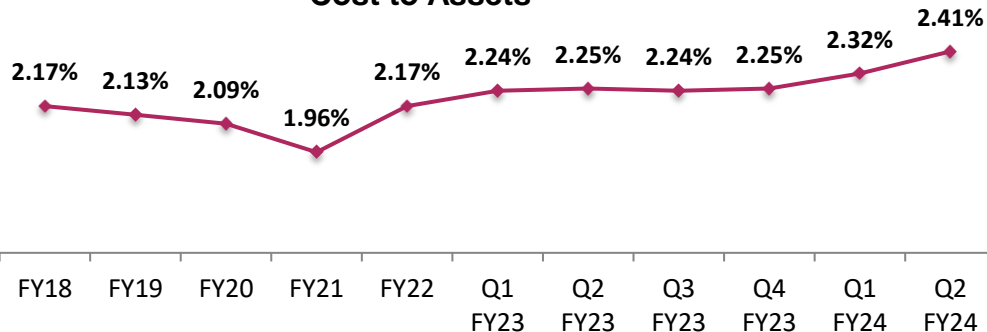
Cost growth at 34% YoY; integration expenses contribute 4% to YoY growth; continue to invest in technology and growth related businesses;

YoY Incremental Opex in Q2FY24 was led by Growth Business and Integration related expenses

Incremental YOY cost break up (Rs 2,218 Crore) (YoY ↑ 34%)



Cost to Assets*



- Given the strong momentum across our businesses; we remain committed to consciously invest in our focus business segments
- We remain committed to achieving a cost to asset ratio of **around 2%** in the medium term (excluding CITI bank expense and integrations costs)

* Computed as summation of operating expenses for last 4 quarters divided by average assets for last 4 quarters

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

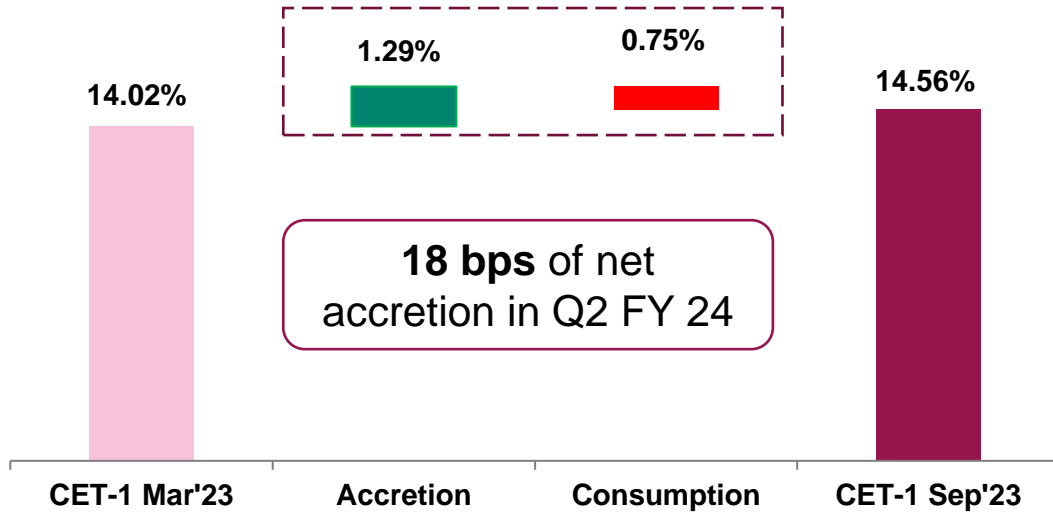
Sustainability

Subsidiaries' Performance

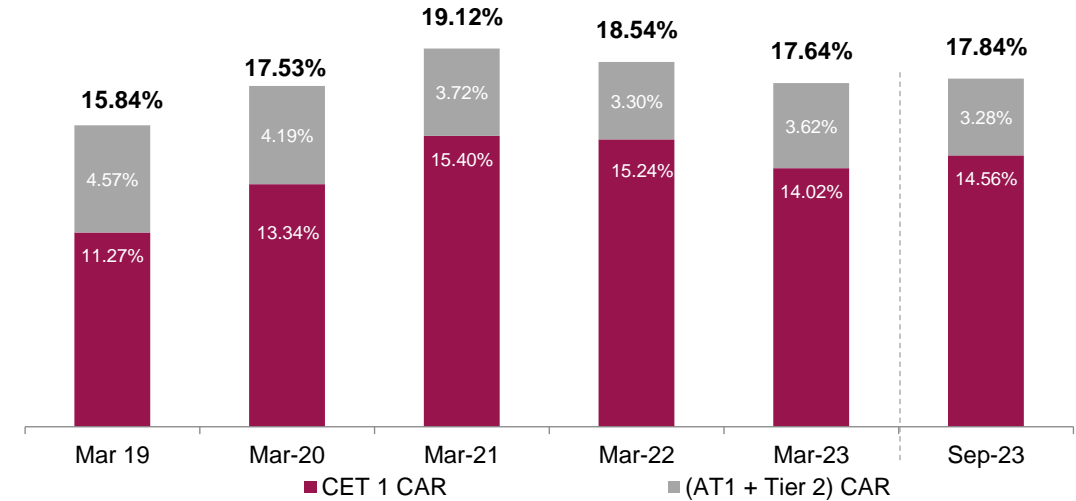
Other Important Information

Strong capital position with adequate liquidity

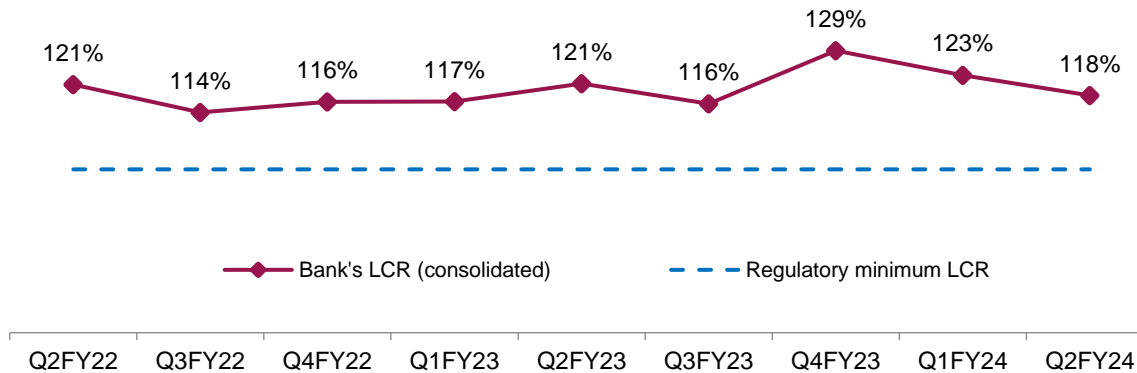
Net accretion to CET-1 of 54 bps in H1FY24



Bank's Capital Adequacy Ratio

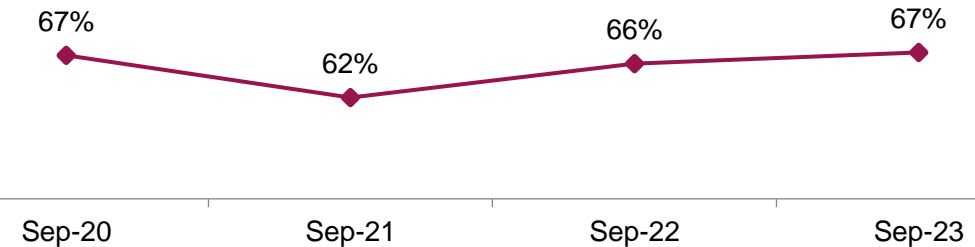


Liquidity Coverage Ratio (consolidated)



The Bank holds excess SLR of ₹56,966 crores

RWA to Total Assets



Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

Retail Banking

~43 Mn

Individual customers

4th

Largest issuer of Credit Cards

₹4.53 Tn

AUM in wealth management

23%

YOY growth in Retail advances

24%

YOY growth in Rural advances

58%

Share of Advances[~]

17%

YOY Growth in SA QAB deposits*

44%

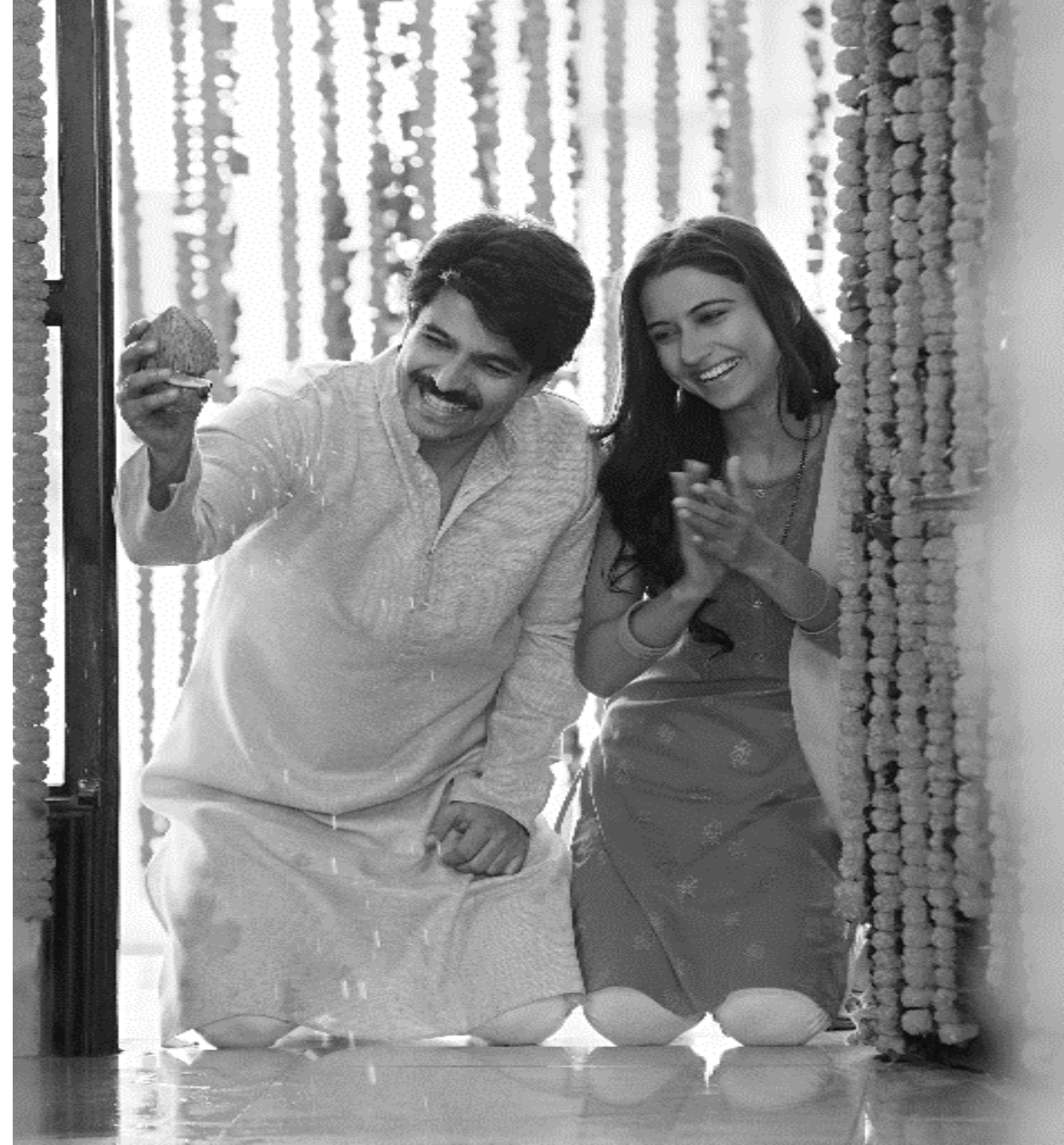
*CASA ratio (MEB**)*

70%

Share in total fee[^]

[~] share in Bank's total advances, [^] share in Bank's total fee for Q2FY24

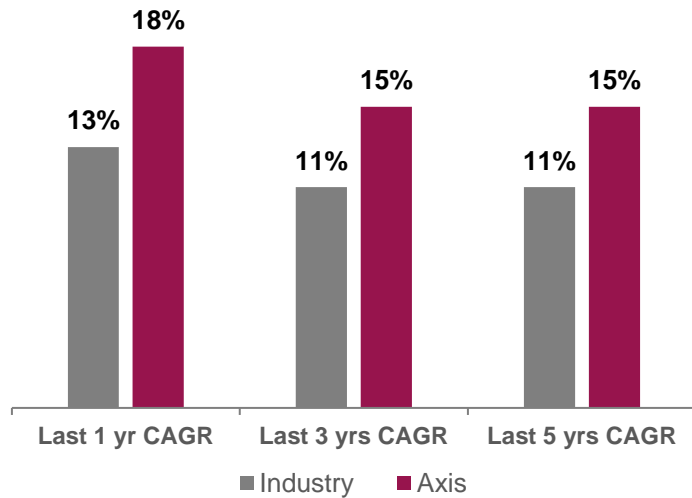
*QAB – Quarterly Average Balance, **MEB: Month End Balance



Deposit franchise continues to grow faster than the industry with improvement in quality and composition...



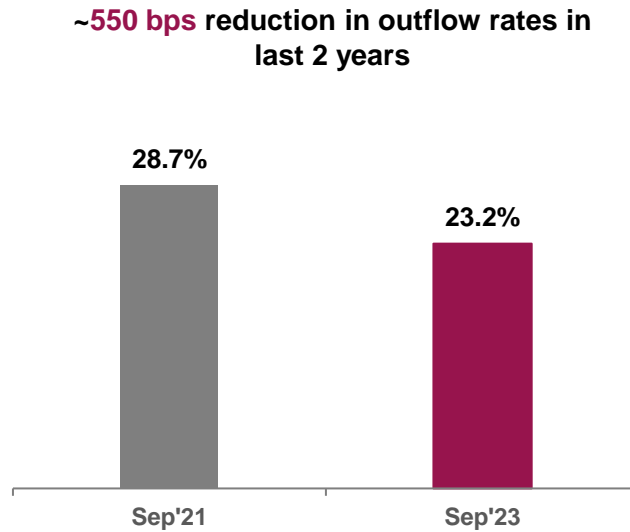
We have grown faster than industry consistently...



Gained incremental market share of **6.2%** in last 3 years as against closing market share of 4.8% as of Sep'23

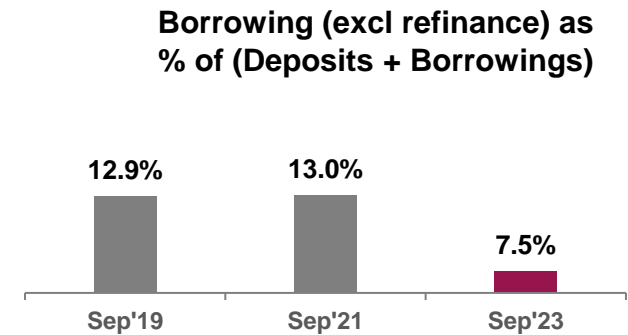
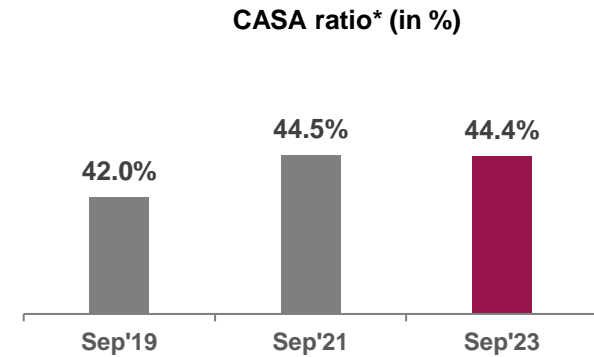
Source: RBI, Axis Bank reported data

...with improvement in the quality of deposits...



Outflow rates are now among the best in the industry

...while delivering healthy CASA levels and reducing borrowings



* On MEB

...led by multiple initiatives across the Bank



Focus on Productivity & Micro market strategy	Premiumization	Exclusively curated product propositions	Bharat Banking	Digital, transformation Partnerships
<p>52% increase in # of districts with total deposits market share of over 5% in last 3 years ¹</p> <p>67% of customer requests serviced digitally as part of Branch of the Future</p> <p>Calibrated branch expansion strategy; added 850+ branches in last 4 yrs</p>	<p>31% CAGR in Burgundy wealth management AUM since Mar'17</p> <p>Project Triumph and “Right fit” strategy to accelerate Premiumization'</p> <p>‘Burgundy Promise’ & ‘Burgundy Circle of Trust ‘ launched industry first servicing proposition</p>	<p>16% YOY growth in new salary labels acquired in Q2FY24</p> <p>ULTIMA Salary remains amongst the best offerings available in the market today</p> <p>New ‘PRIORITY’ and ‘Silver Linings’ launched in FY23 gaining traction</p>	<p>63K+ extensive distribution network of Common Service Centers (CSC) VLEs ²</p> <p>New SA proposition “Sampann” launched for RUSU locations</p> <p>eKYC BioM based CASA platform, enabling deepening of liabilities products through partnership ecosystem</p>	<p>Project NEO aiding higher contribution from transaction-oriented flow businesses</p> <p>63% YOY growth in individual RTD by value sourced digitally</p> <p>Siddhi empowering Axis bank colleagues to engage with customers seamlessly</p>

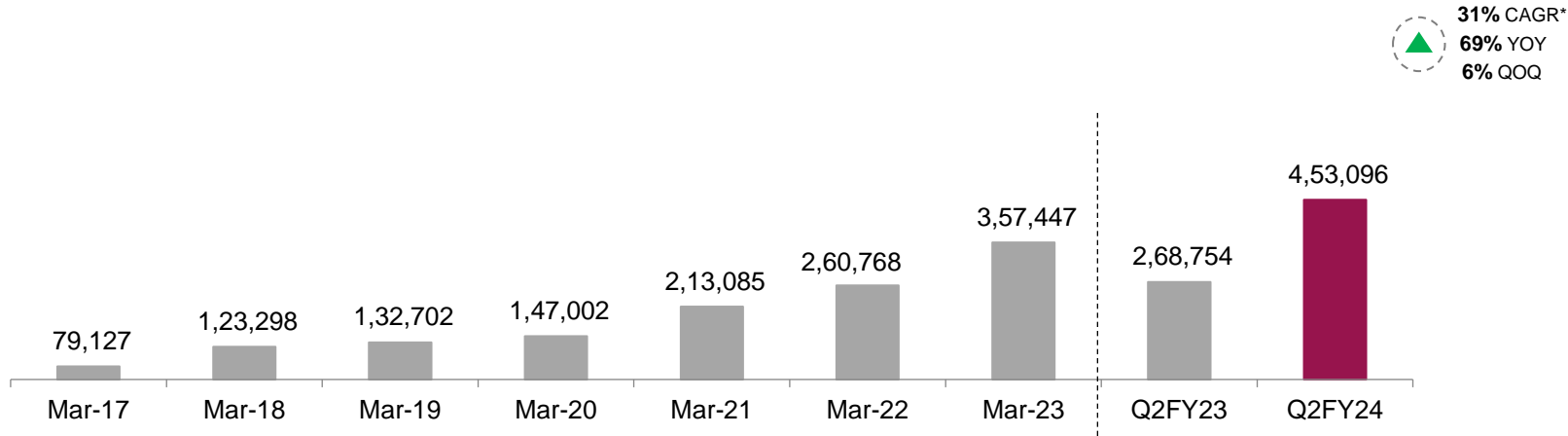
<p>1.48 mn new SA accounts acquired in Q2FY24</p>	<p>13.4% growth in deposits from Bharat banking</p>	<p>1.67 mn Retail Term Deposits acquired in Q2FY24</p>
--	--	---

¹ RBI market share district wise (including RRBs) for Mar'23

² Village Level Entrepreneurs

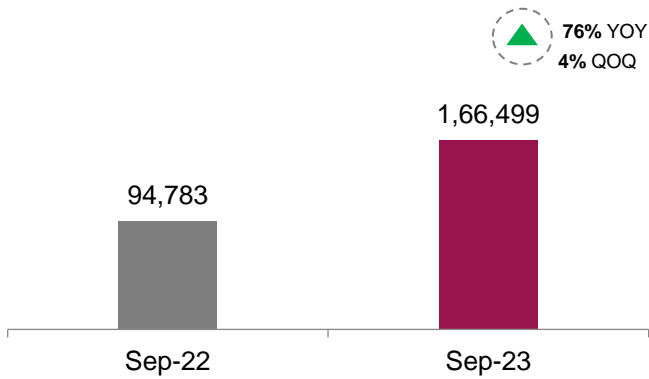
The Bank is a leading player in India's Wealth Management space

Overall Burgundy AUM^ has grown strongly

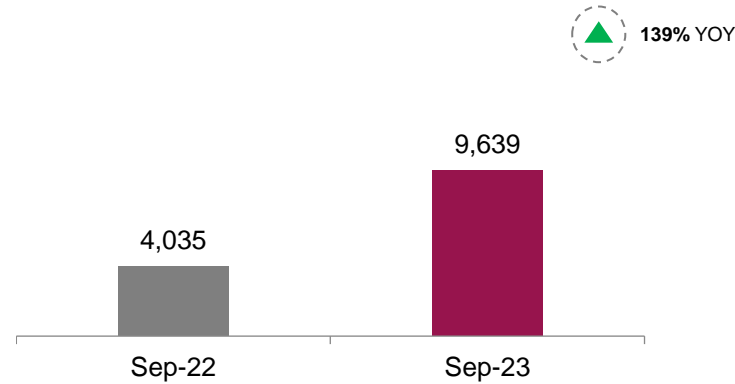


* CAGR for period Mar-17 to Sep-23

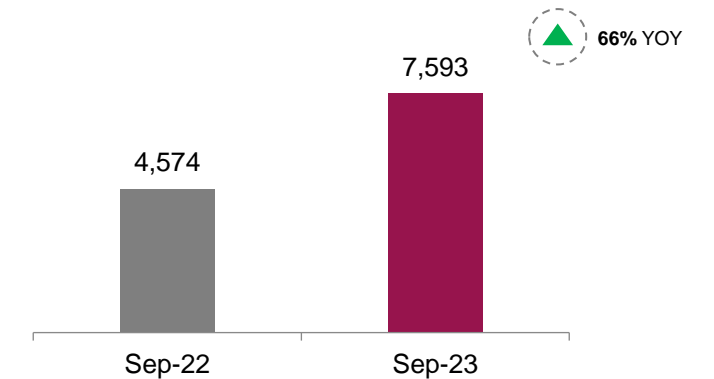
Burgundy Private AUM^



Burgundy Private Client Base^



Burgundy Private 3-in-1 Cards^



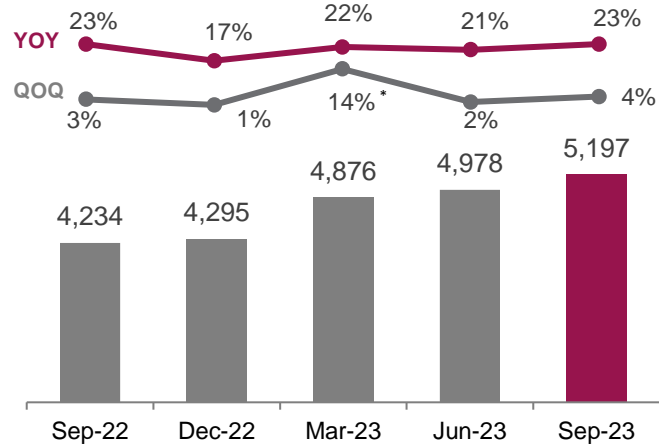
^ includes Burgundy Private AUM as well along with acquired wealth management portfolio of Citibank India Consumer business

₹5 trillion Retail loan book remains well diversified



Retail book

(in ₹ Billion)

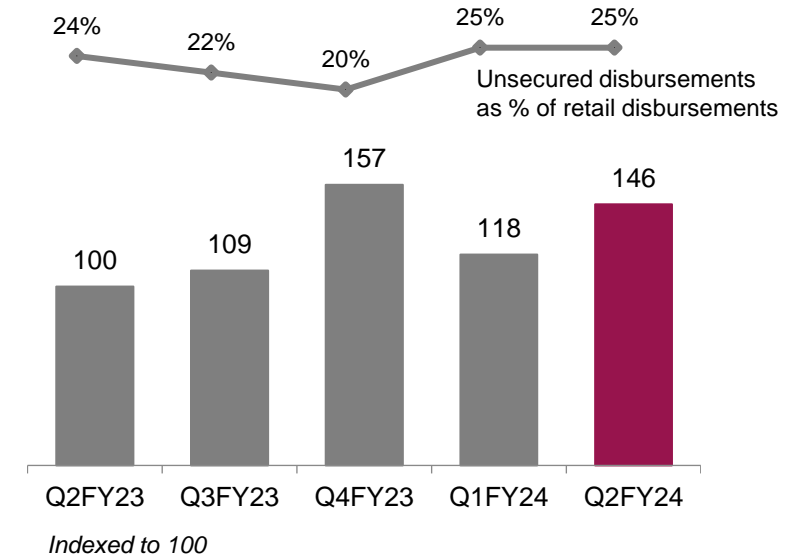


~ 76% of our retail book is secured

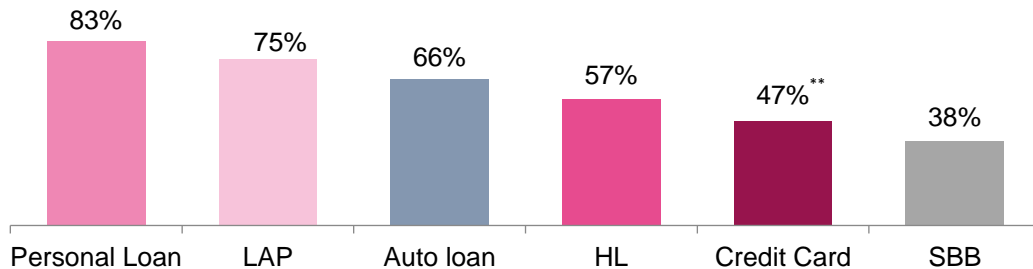
in Rs Crores	Sep-23	QOQ	YOY	% Prop
Home Loans	1,59,173	2%	9%	31%
Rural loans	74,663	4%	24%	14%
Personal loans	61,168	8%	25%	12%
Auto loans	55,577	4%	22%	11%
LAP	53,850	6%	23%	10%
SBB	50,292	9%	42%	10%
Credit Cards	35,848	3%	72%	7%
Comm Equipment	11,169	2%	50%	2%
Others ¹	17,996	9%	22%	3%
Total Retail	5,19,736	4%	23%	100%

(1) Others comprise of supply chain finance loans, education loans, gold loans etc.

Retail disbursement trends and mix



ETB[^] mix in retail portfolio



100% of PL and 75% of Credit Cards portfolio is to salaried segment



Average LTVs:
53% in overall home loan portfolio
37% in LAP portfolio

[^] Existing to Bank

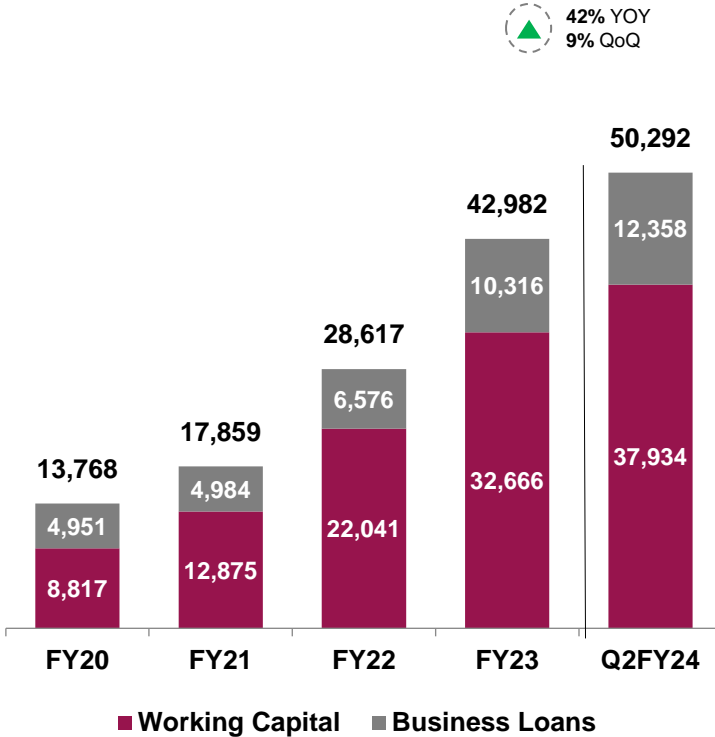
*Aided by Citi Bank India consumer business portfolio

** 34% of CC acquired in H1FY24 were through Known to Bank (KTB) channel

Small Business Banking segment is well diversified and continues to grow strongly...



SBB portfolio (in ₹Cr.)

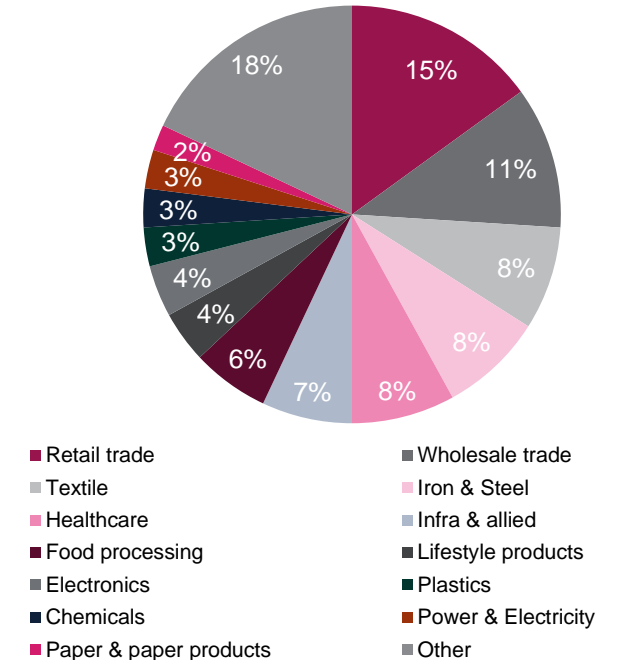


- **₹50,292** crores overall book with Business Loan book of ₹12,358 crores
- **75%** value contribution from Secured products (working capital, overdraft, term loans, etc.)
- **110 lakh+** average ticket size of working capital secured loans
- **90%+** of SBB working capital portfolio is PSL compliant
- **EWS** portfolio monitoring indicates risks well under control
- **Digital Quick OD** launched
- **85%** Branch contribution to total business



24x7 Business loans :
End to End digital lending contributes **57%+** to overall unsecured BL disbursements

Well diversified customer base



...led by our innovative product offerings and transformation initiatives

SBB Working Capital Loan

24x7 Quick OD
Digital | Instant | Simple



Features


- Loan up to Rs. 15 lacs
- Paperless & Convenient
- Instant decision in 3 steps
- Collateral Free
- Interest only on utilization

Requirements:

- Minimum business vintage of 2 Years.
- Sole banking relationship with Axis bank

SBB Business Loans

- 24 X 7 Business Loan – Paperless Journey
- Phygital Processing with Integrated Work Flow



SBB Equipment Finance

- Loans up to 10Cr for Industrial & Health Care Equipment



Industrial

- Machine Tools
- Plastic Injection
- Packaging
- Printing

Healthcare

- Diagnostic
- Therapeutic
- Imaging
- Pathology
- Life support

One Axis approach

- Platinum & Bharat Bank franchise driving branch growth
- Synergies with Merchant Acquiring
- Leveraging AVC Channel for better lead conversion

'SBB Sankalp' project to further improve efficiencies and deliver superior TATs by re-imagining and digitizing underwriting systems and loan disbursals

'Bharat Banking' strategy delivering early results

- Drive higher business growth and increase market share in Rural and Semi Urban (RuSu) markets through asset led liability strategy
- Lending opportunities in RuSu markets to complement the Bank's overall PSL strategy meaningfully

Focus on building a distinctive model for Bharat



One Axis solutioning approach



Distinctive Bharat specific capability stack



Embed banking in the digital ecosystem of the clients

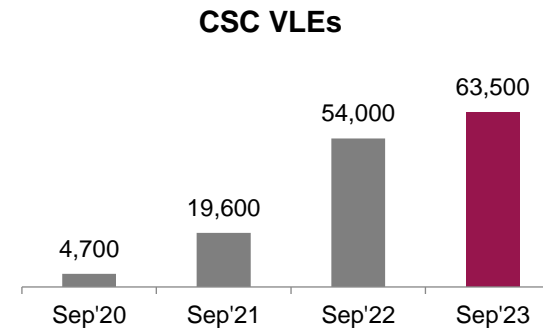


Enhancing Brand in the RuSu markets



Use of alternate ecosystems to leverage data & UW customers better

Significantly Increase in coverage in RuSu markets



3x
growth in CSC VLEs in last 2 years

2,373
Bharat Banking branches
as of Sep'23

... has delivered strong growth across key metrics

24%
YOY growth in
Rural advances

37%
YOY growth in
disbursements

13%
YOY growth
in deposits

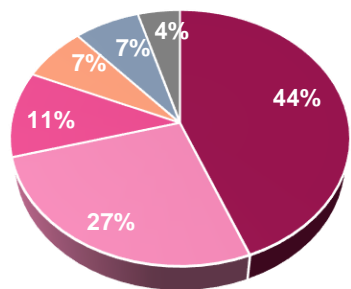
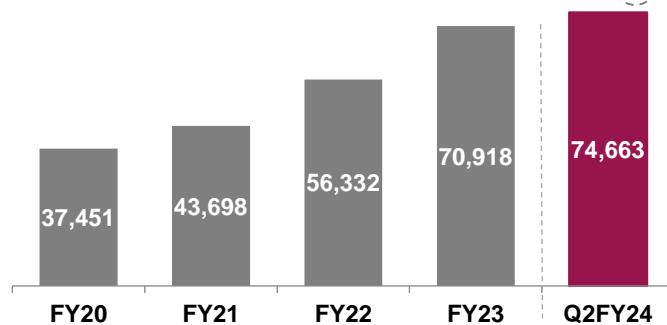
Rural portfolio is well diversified, offering holistic and integrated financial solutions by leveraging technology and partnerships

Well diversified rural lending portfolio with presence across 660+ districts across India

Rural loans portfolio & composition

(in ₹Cr.)

27% CAGR[#]
24% YOY



- Farmer Finance
- Bharat Enterprises
- Gold
- MFI-Retail
- MFI-Wholesale
- Farm Equipment

... and leveraging technology and partnerships

Farmer Funding

- Scaling up business by enhancing crop coverage, adding partnerships & better customer retention
- Building a digital KCC along with RBI Innovation hub

Bharat Enterprises

- Widen the product suite to cover multiple financing needs in the agri value chain such as FPO, AIF etc. and a new line of business for lower ticket micro enterprises
- Increasing revenue per customer through fee based products such as Forex

Farm Mechanization Loans

- Enhanced proposition for existing customers through standalone farm equipment, and used tractors
- A revamped customer journey will go live in Q3

Gold loans

- Enhancing distribution by increasing branch coverage and scaling up volumes from partnerships
- Live with the digital gold loan journey (Phase-1)

Microfinance - Retail

- Accelerating growth through new propositions for graduating graduating JLG customers, and cross-sell retail products

One Axis Platform

- Deepen the partnership with various parts of the bank to build Bharat specific propositions for liabilities, assets and other fee-based products

... focused on capitalizing opportunities in each segment...

- Live with **eKYC based CASA** opening at a partner location, and extending the same journey for FD and other liability products
- Digital end to end **co-lending journey** is scaling up well and live with 8+ partners
- Launched an **FPO financing with ITC MAARS** and extending credit to the farmers on their application
- Redesigning **end to end customer journeys** to reduce TAT and improve customer experience in all high growth products
- Building a dedicated distribution architecture to capture financials flows from the **Mandi network**
- **Multi product distribution architecture** scaling up well, driving cross-sell to increase product coverage
- Leverage the tech stack of **Agri-tech and Fintech** companies to serve the Bharat customer
- Better **data farming** for underwriting and cross sell opportunities esp. using alternate data
- Launching more **sales enablement tools** to enable sales team to self source multiple products

The book is well diversified across regions

[#]Sep-20- to Sep-23

Strong growth in Credit Card issuances

Increase in Cards in force (CIF) market share with increasing card issuances aided by KTB¹ partnerships

Axis Bank Magnus Credit Card



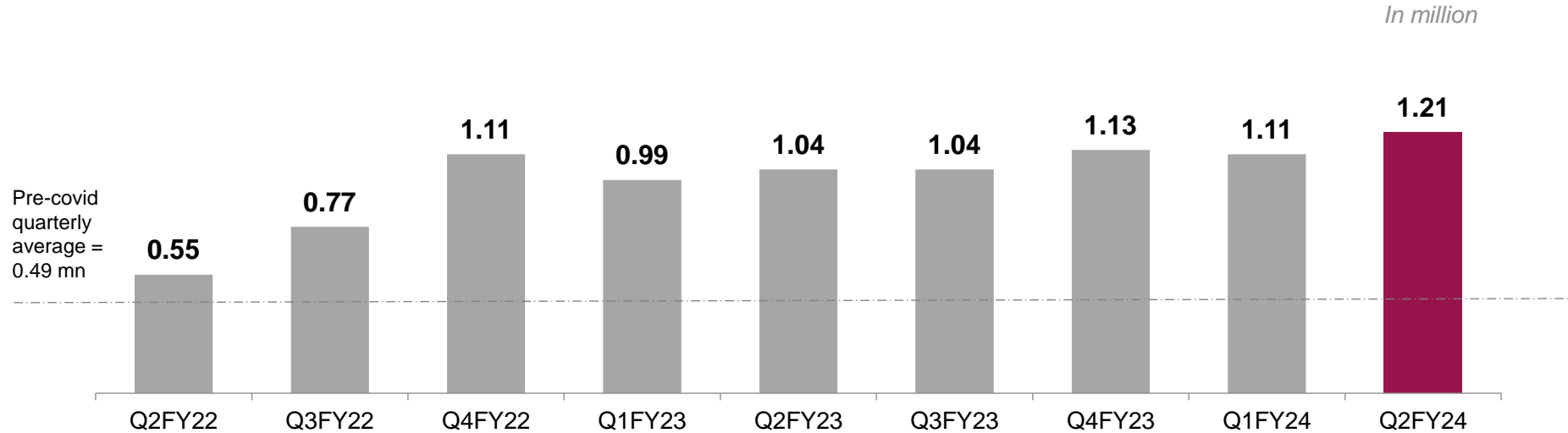
Airtel Axis Bank Credit Card



Indian Oil Axis Bank Credit Card



~1mn cards issued for 7th consecutive quarter



34%

share of KTB¹ sourcing to total card issuances in H1FY24

15%

incremental CIF market share in last 12 months

14.1%

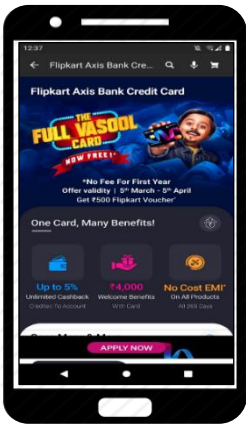
period end market share for credit cards in force as of Sep'23

11.5%

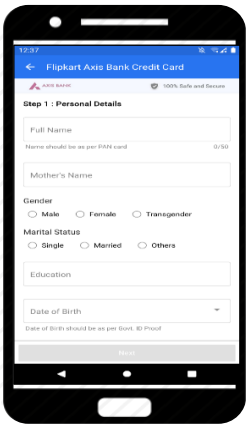
spends market share in Q2FY24

¹ Known to Bank
RBI data as on Sep'23

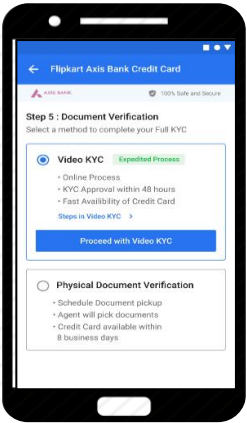
End to End Digital KTB acquisition journey with best in class early activation and spend metrics for Flipkart Axis Bank Credit Card



Customer clicks on Flipkart Axis Bank Credit card banner and can view details



Customer fills up the form and submits the application



Approved customers complete KYC and income verification via digital or physical channels



3.89 mn[§] CIF for *Flipkart Axis Bank Credit Card*, making it one of the fastest growing co-brand portfolio since its launch in July 2019

71% monthly activity rate* - Best in class engagement in Retail segment

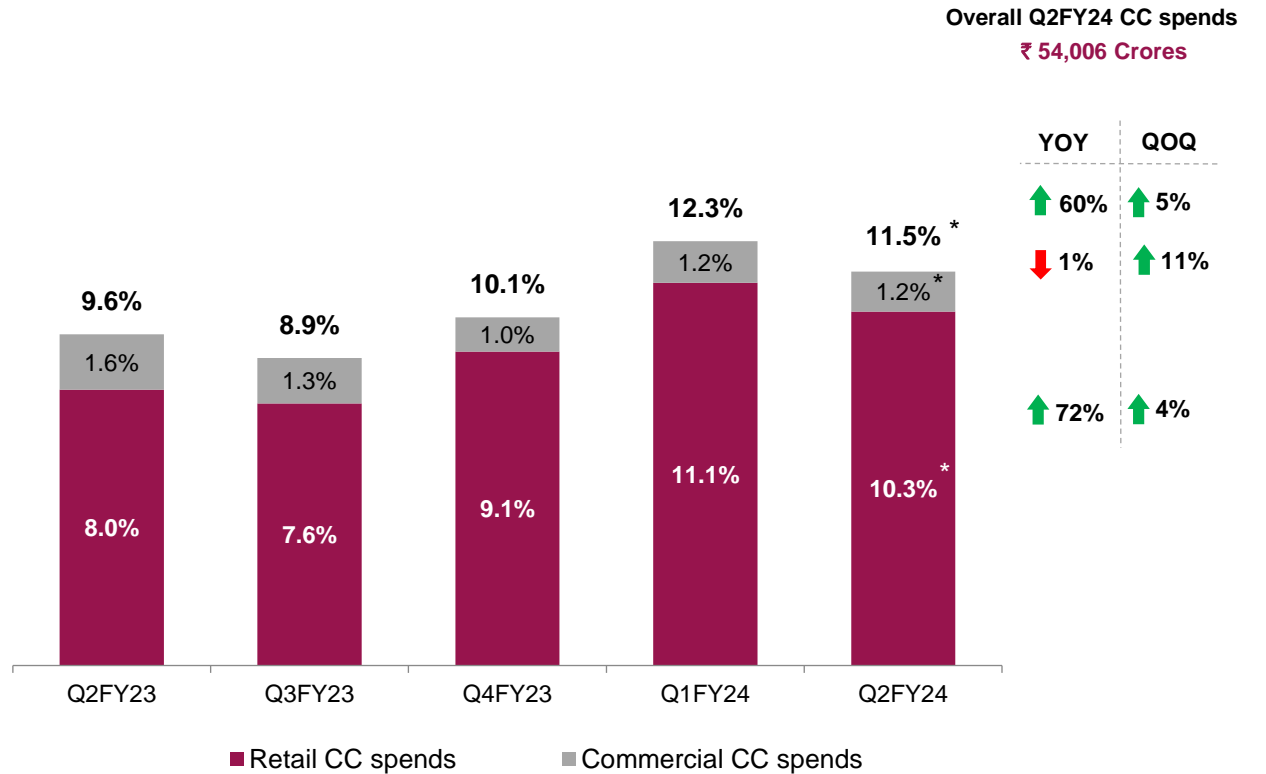
[§] CIF as of 30th Sep'2023
*Based on the average data for Apr'23 to Aug'23 for cards acquired via Flipkart Platform

Retail spends up 72% YOY, and related market share up ~236 bps YOY

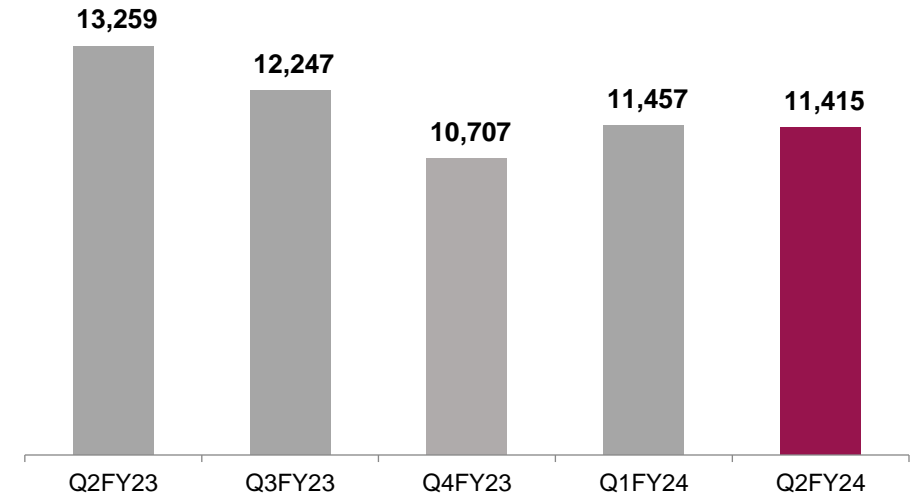


All figures in ₹ Cr

Trend in Credit Card spends market share



Trend in Debit Card spends

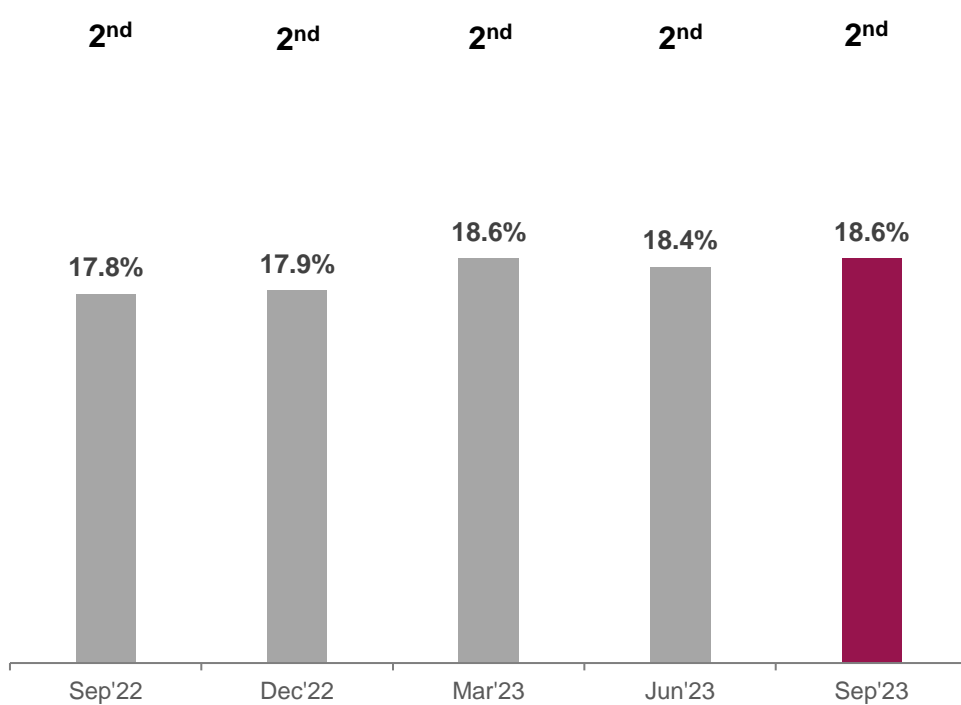


*Market share based on RBI reported data for Q2FY24

We are the 2nd largest Merchant Acquiring Bank led by ‘One Axis’ focus, improved product capabilities and partnerships



Market share in POS terminals



Source: RBI data, available till Sep'23

23%
Axis incremental market share in last 1 year
(POS Terminals)



One Axis approach – Taking Bank to Merchant

Curated solution offerings : Payment solutions, Deposits, Business loans, Credit Cards and Insurance

Co-origination & conversion drives reflecting in healthy CASA balance growth



Capabilities and products

Powerful terminals: State-of-the-art, feature rich terminals; Android Smart POS, Pocket Android POS, Micro Pay launched- 50-60% new installations

All in One offering : Features like Tap & PIN, Bharat QR, Digital Khata with VAS offerings like Card less EMI, Pay Later, Merchant Rewards

In-house Payment Gateway : Customized Axis Payment Gateway with differentiated features; success rate of 87%; 99.9% uptime

Sound Box : Sound notification for BQR txn, launched with support for 10 different languages



Market partnerships

Marquee partnerships: Extension of digital payments ecosystem to fintech aggregators

Unique sector specific VAS: supported by deep integrations with merchant value chain players to provide holistic business oriented solutions

Digital Dukaan: An Ecosystem Solution to digitize the store, Integrated with payments at an affordable price. Serving to segments like grocery, Clothing, Bakeries, Services, Pharmacy etc.



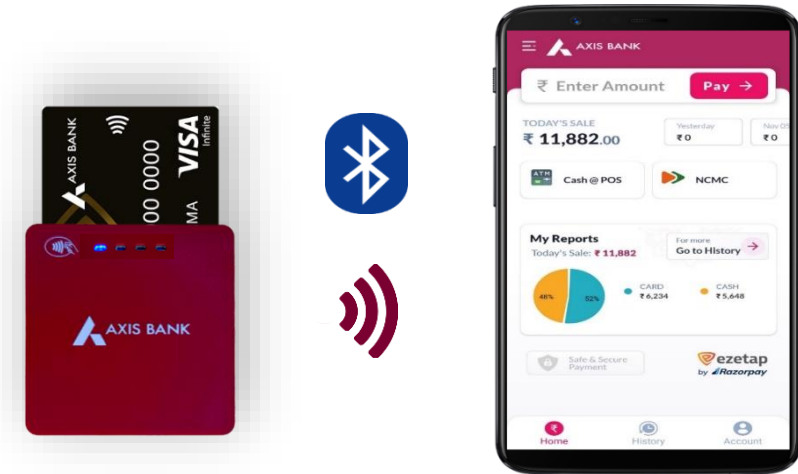
DIGITAL DUKAAN



Android POS with advanced solution

- Powered by latest Android version | 5-inch touch screen display. In-built camera with LED flashlight
- Accepts contactless payments Pin & Without pin | Supports VAS such as EMI, BQR, Sodexo, BNPL, Khata etc.
- Application to digitize the store with Multiple payment modes, Inventory management, Customer management, Digital Itemized billing, Reports & Analytics, Online store setup etc.

MicroPay POS Solution



Features

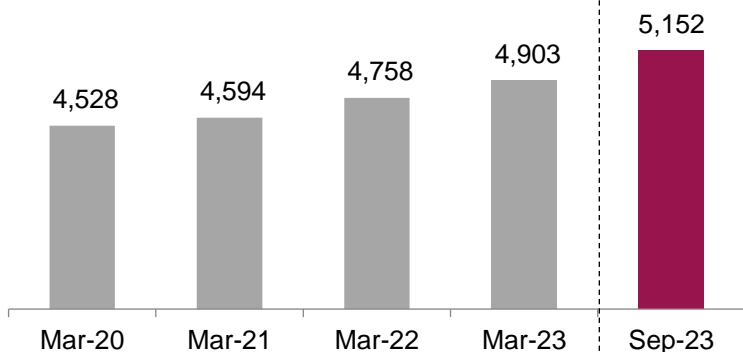
- Accepts Visa, MasterCard, RuPay Cards and Bharat QR(including UPI)
- Accepts Contactless without Pin (Amount below Rs 5,000) & Contact (Dip) mode of payment
- Compliant with latest Card transaction security features
- Enabled with VAS – Khaata Book, BQR, merchant portal & My Rewards
- Audio confirmation for transaction completion

Strong and deep-rooted alliance with multiple partners across India with over **3.6 lakh** MIDs and a yearly throughput of **25k+ crores**

We have a very well distributed branch network; added 207 branches in Q2

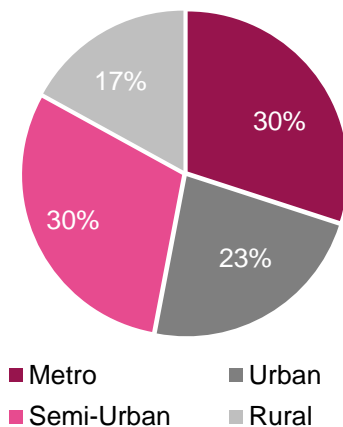


Domestic branch network*



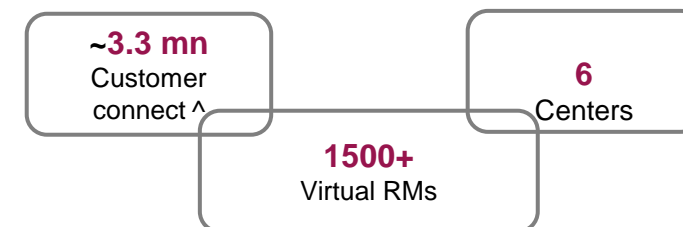
* Includes extension counters

Branch presence across categories



- Calibrated approach towards new branch additions across focused regions
- Aligned to our **Bharat Banking strategy**, specific RuSu branches follow an asset-led liability model
- **Dedicated Asset Desk Managers** for fulfilment of all loan leads at select branches
- Select **Platinum branches** to cater to SBB customer base

Axis Virtual Centre



- Connected with **~3.3 mn** customers through this channel in Q2FY24.
- AVC manages relationship with our existing customers under **affluent and other programs**
- AVC is present across West, South, North and East with **six centres**

^ for Q2FY24

Corporate & Commercial Banking

33%

YOY growth in Domestic corporate loans

27%

YOY growth in SME loan book

37%

YOY growth in Mid Corporate book

17%

YOY growth in Corporate & CBG fees

89%

Share of corporate advances to clients rated A-and above

89%

Incremental sanctions to A-and above**

11%

YOY growth in CA deposits on QAB basis #

8%

RTGS Market Share H1FY24 (by value)

27%

NEFT Market Share H1FY24 (by volume)



** in corporate segment for Q2FY24 # Quarterly Average Balance

Recognized at the Coalition Greenwich Awards for 3rd consecutive year



**Market Penetration - Local Banks
Indian Large Corporate Banking**

55%

Market penetration *

**Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate banking services*



**Market Penetration - Local Banks
Indian Middle Market Banking**

47%

Market penetration *

**Market Penetration is the proportion of companies interviewed that consider each bank an important provider of corporate banking services*



**2023 Greenwich Excellence Awards for
Indian Middle Market Banking**

- Effective Senior Management Support
- Frequency of Contact
- Timely Follow-up

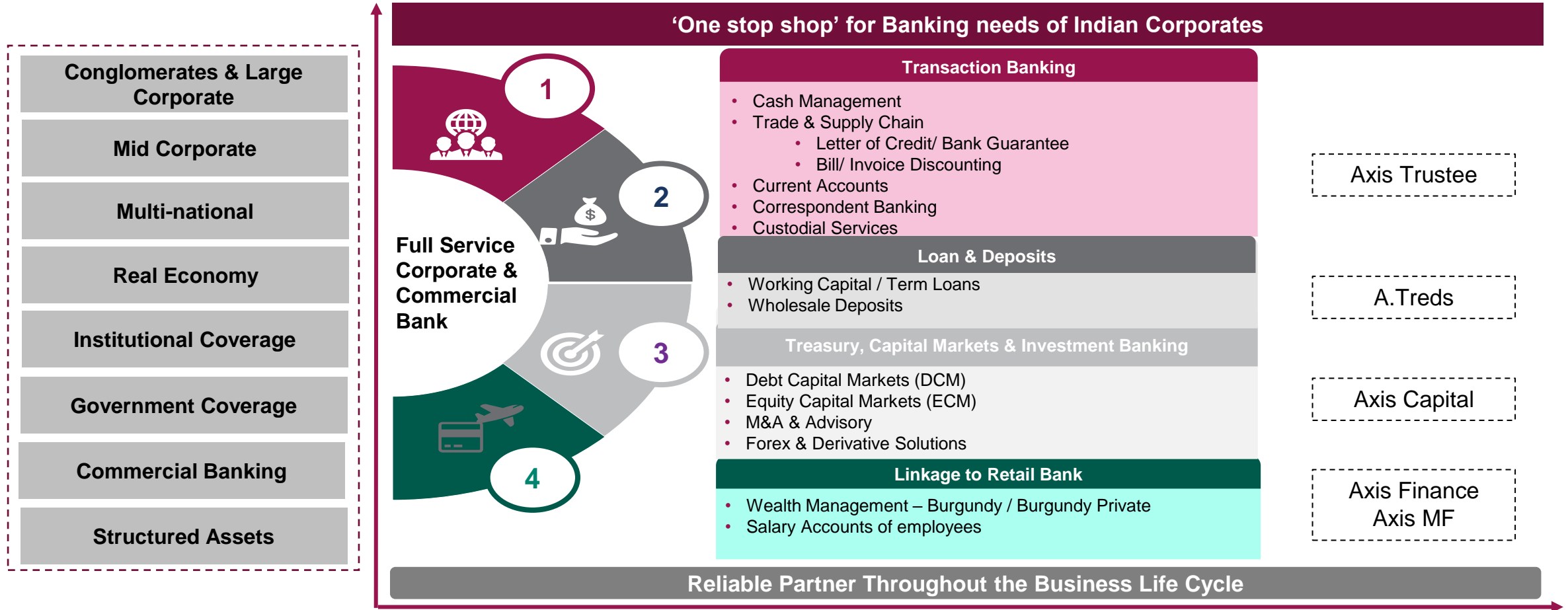
Among more than 70 banks evaluated, Axis Bank was voted for its distinctive quality w.r.t. 3 out of 11 metrics where the respondents expressed their preference

Strong relationship led franchise driving synergies across One Axis entities...



We have re-oriented the organisation structure in Corporate & Commercial Banking for delivering execution excellence

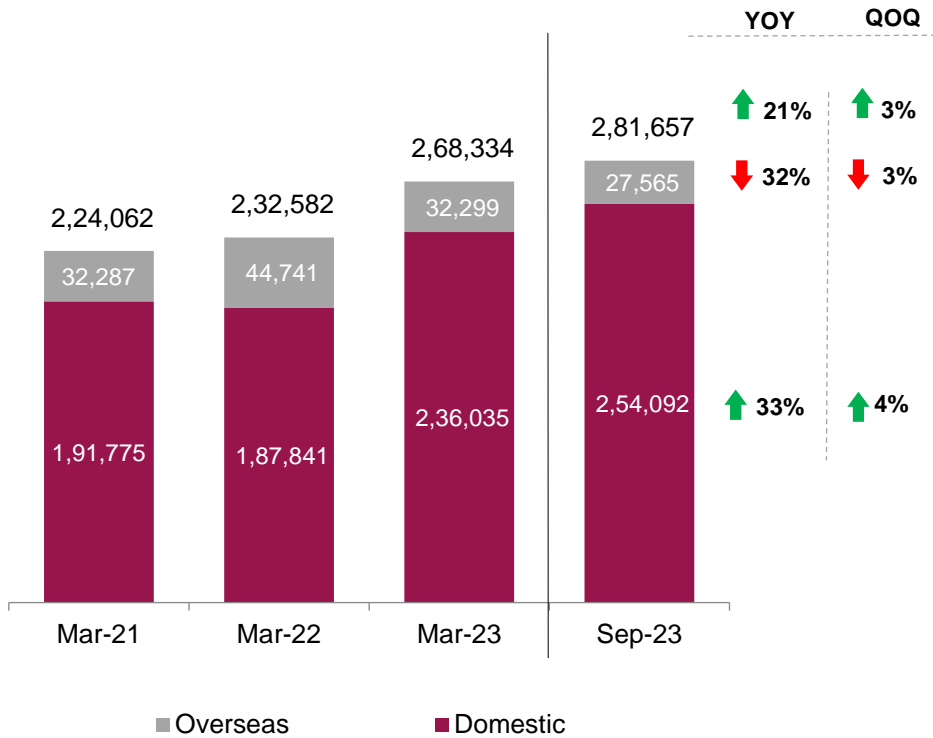
- Segregated the responsibilities of coverage and product groups to ensure sharper focus
- Corporate & Commercial Bank coverage reorganized into 8 coverage groups, each with a stated objective



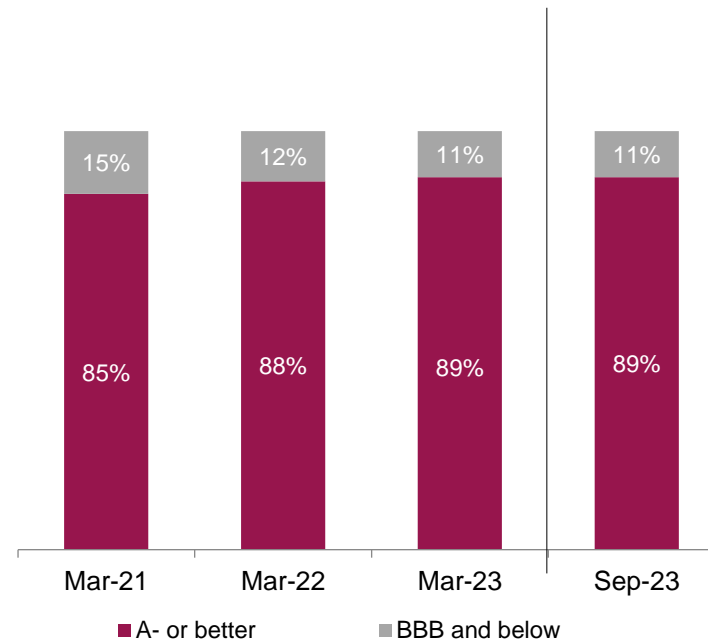
...with 89% of the book rated A- and above



Corporate Loans

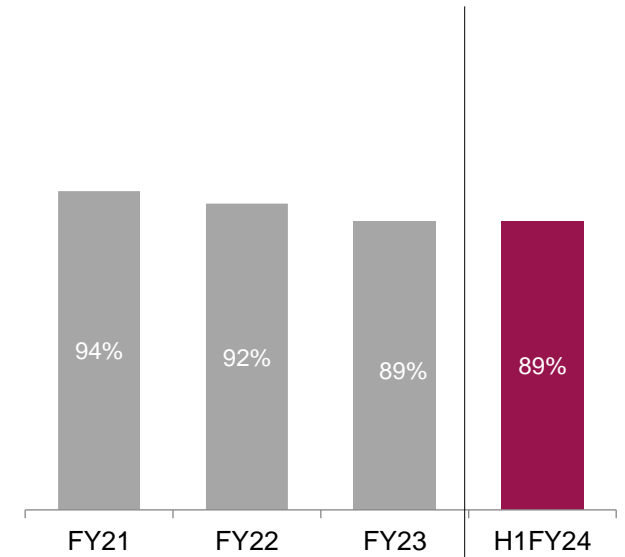


89% of the corporate loan book is rated A- or better



66% of book as on 30.09.2023 is rated AA- & above

Incremental sanctions to corporates rated A- & above



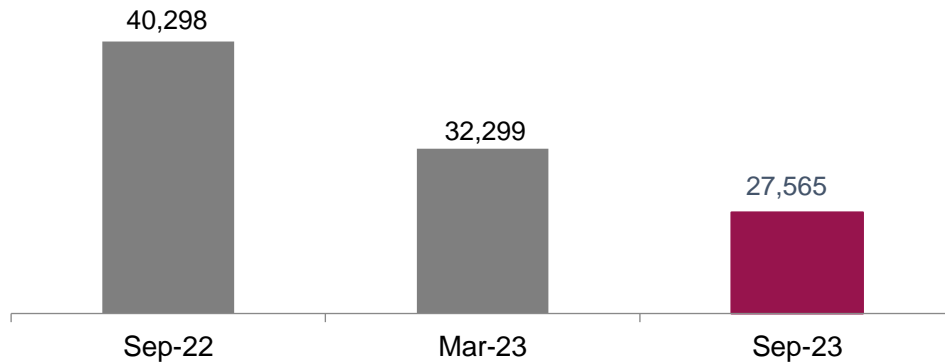
64% of sanctions were to those rated AA- & above

Overseas Corporate loan book is 97% India linked

- The Bank's International strategy is to focus on Indian corporates that have global operations
- We have consolidated our overseas business through branches in Dubai, Singapore and GIFT City, India

Overseas corporate loan book

All figures In ₹ Cr



Funding is primarily for Indian conglomerates and PSU entities

- **97%** is India linked based on standard book
- **91%** is rated A- and above based on standard book
- **76%** of standard outstanding constituted by top 10 conglomerates

We have strengthened our proposition as a Transaction Bank



Current Account

11% YoY growth in Current Account quarterly average Balances (Q2FY24)

Digital Adoption

71% Current Account customers registered for internet/mobile banking

Foreign LC Market Share

Market Share maintained
11% (H1 FY23) to 11% (H1 FY24)

Forex Turnover Market Share

Increase in Market Share
4.1% (Aug'22) to 6.2% (Aug'23)

RTGS Value Payment Market Share

Market Share maintained
8% (H1 FY23) & 8% (H1 FY24)

BBPS Market Share

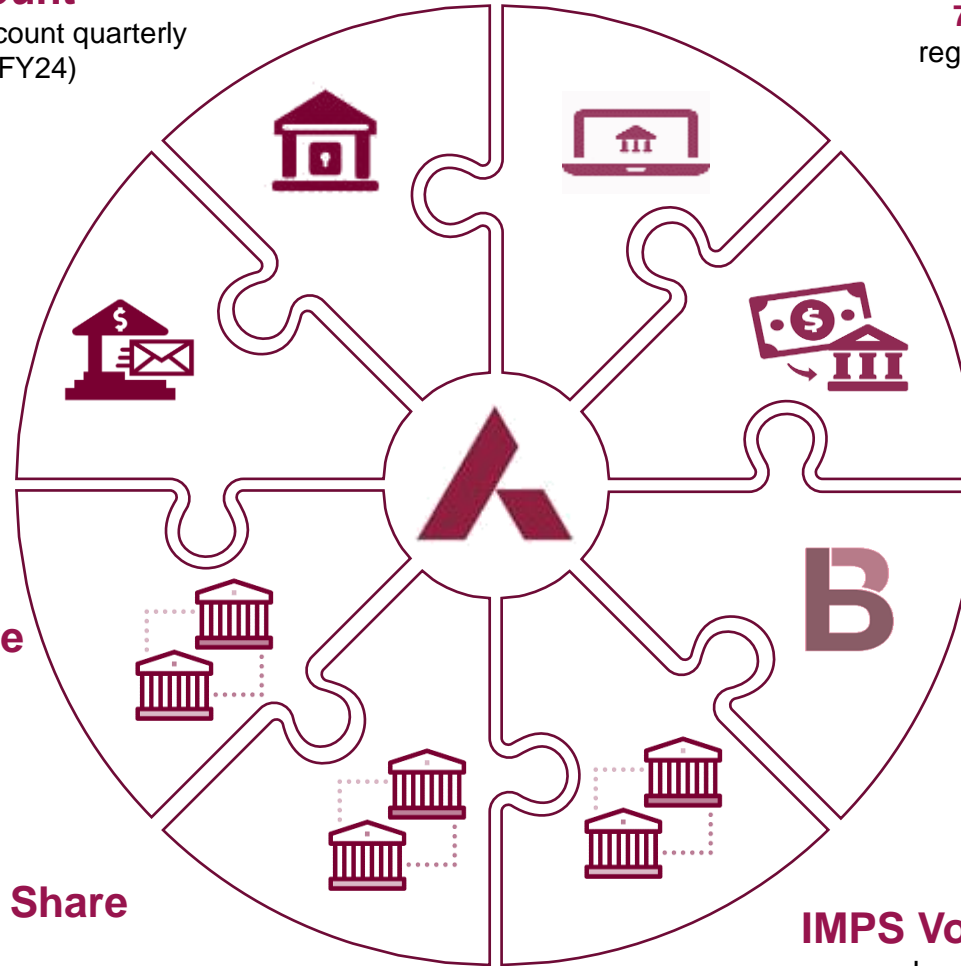
Increase in Market Share
18% (Sep'22) to 21% (Sep'23)

NEFT Volume Payment Market Share

Increase in Market Share
9% (H1 FY23) to 27% (H1 FY24)

IMPS Volume Market Share

Increase in Market Share
31% (Sep'22) to 33% (Sep'23)



Source:
Foreign LC – SWIFT Watch
RTGS/NEFT/IMPS Payment – RBI Report
Forex Turnover – RBI Report
BBPS – NPCI Report

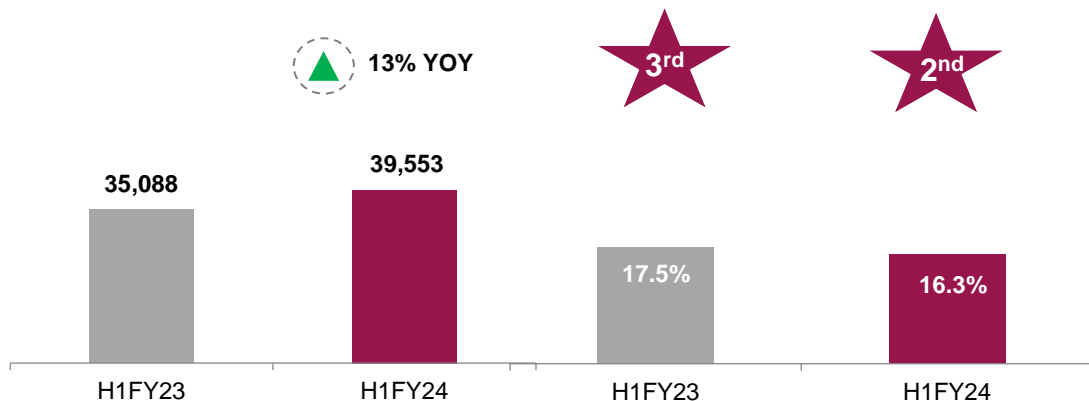
We remain well placed to benefit from a vibrant Corporate Bond market

All figures in ₹ Crores

Placement & Syndication of Debt Issues

Amount mobilized / arranged[^]

Market share and Rank*



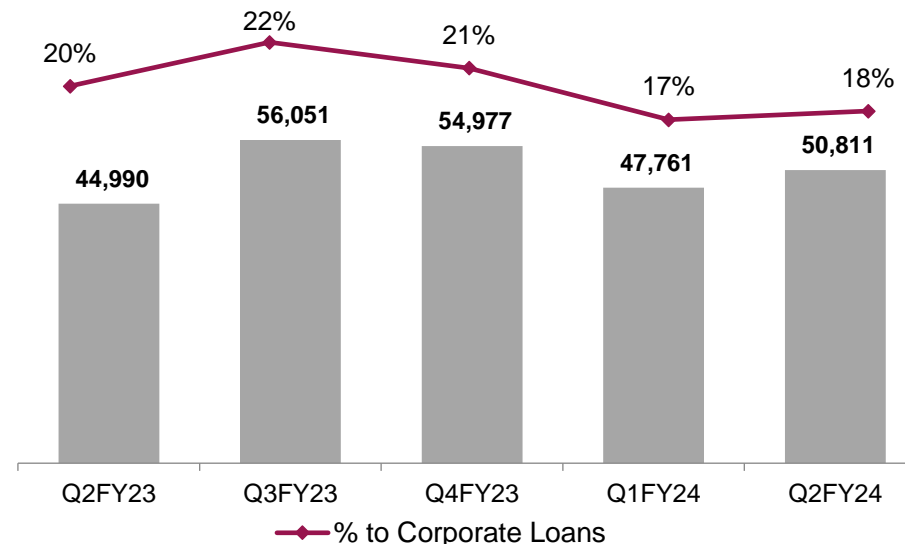
16th straight year

Ranked No. 1 arranger for rupee denominated bonds as per Bloomberg league table since 2007



Issuer Investment Banker (Merchant Banker of the Year) Award at the ASSOCHAM National Summit on Corporate Bond Market

Movement in corporate bonds

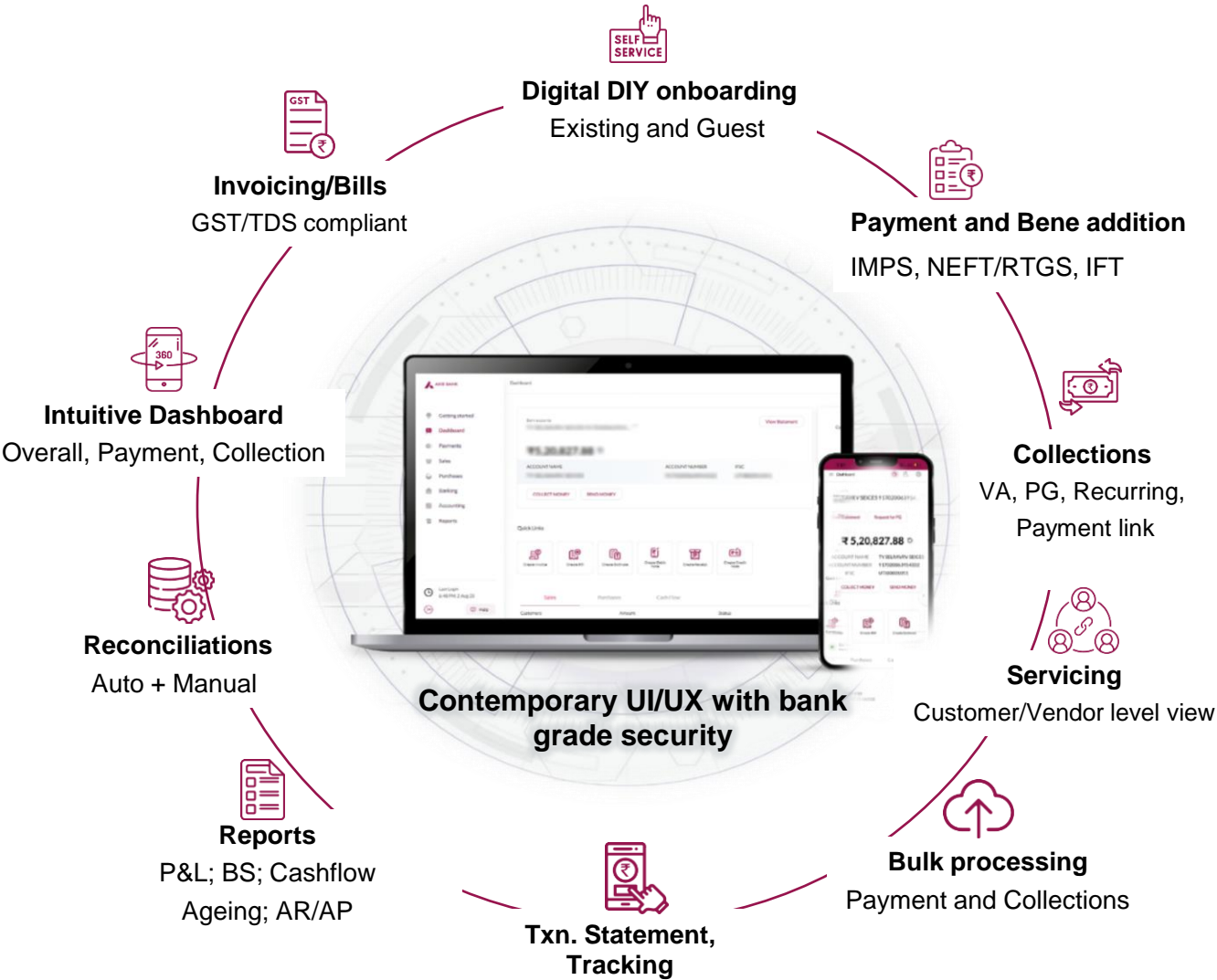


- Leveraging our leadership position in Debt capital markets, we had mobilized ~ ₹18,000 crores through active participation in the TLTRO auctions
- We have invested funds in marquee names (non FI, non PSU) thereby helping to build some new client relationships in wholesale segment .
- We have limited our investments under this book to AAA/AA rated corporate issuers

[^] Only includes the proportion of amount arranged by Axis Bank

*As per Bloomberg League Table for India Bonds

neo for Business, Axis' mobile first preposition for MSMEs, is enabling us to become the operational bank of choice



~5000 business on-boarded per month since commercial launch

Higher Activation: 35% rise in active user login¹

Full liability stack LIVE focused at becoming the operational bank of choice: 100+ digital journeys

CA based offering instead of Virtual Account/Wallet

Access for non-Axis customers: Guest user for complete proposition experience

Complete customer lifecycle: Linked Video KYC

Available on neo.axisbank.com

¹ compared to traditional internet banking platform

Industry-wise Distribution (Top 10)



All figures in ₹ Crores

Rank	Outstanding ¹ as on 30 th Sep'23 Sectors	Advances	Investments	Non-fund based	Total	
					Value	(in % terms)
1.	Financial Companies ²	71,681	30,974	21,712	1,24,367	11.21%
2.	Engineering & Electronics	18,640	1,285	36,778	56,703	5.11%
3.	Infrastructure Construction ³	24,318	4,742	16,083	45,143	4.07%
4.	Trade	33,315	1,200	7,903	42,418	3.82%
5.	Real Estate ⁴	30,444	2,975	828	34,247	3.09%
6.	Iron & Steel	19,493	83	11,890	31,466	2.84%
7.	Power Generation & Distribution	20,427	1,897	7,641	29,965	2.70%
8.	Petroleum & Petroleum Products	12,468	2,550	11,630	26,648	2.40%
9.	Food Processing	22,930	20	3,506	26,456	2.38%
10.	Agri	26,020	-	1	26,021	2.35%

¹ Figures stated represent only standard outstanding (advances, investments and non fund based) across all segments

² Includes Banks (34% in Q2FY24 vs 19% in Q1FY24), Non Banking Financial Companies (41% in Q2FY24 vs 39% in Q1FY24), Housing Finance Companies (9% in Q2FY24 vs 25% in Q1FY24), MFIs (4% in Q2FY24 vs 5% in Q1FY24) and others (12% in Q2FY24 vs 12% in Q1FY24)

³ Financing of projects (roads, ports, airports, etc.)

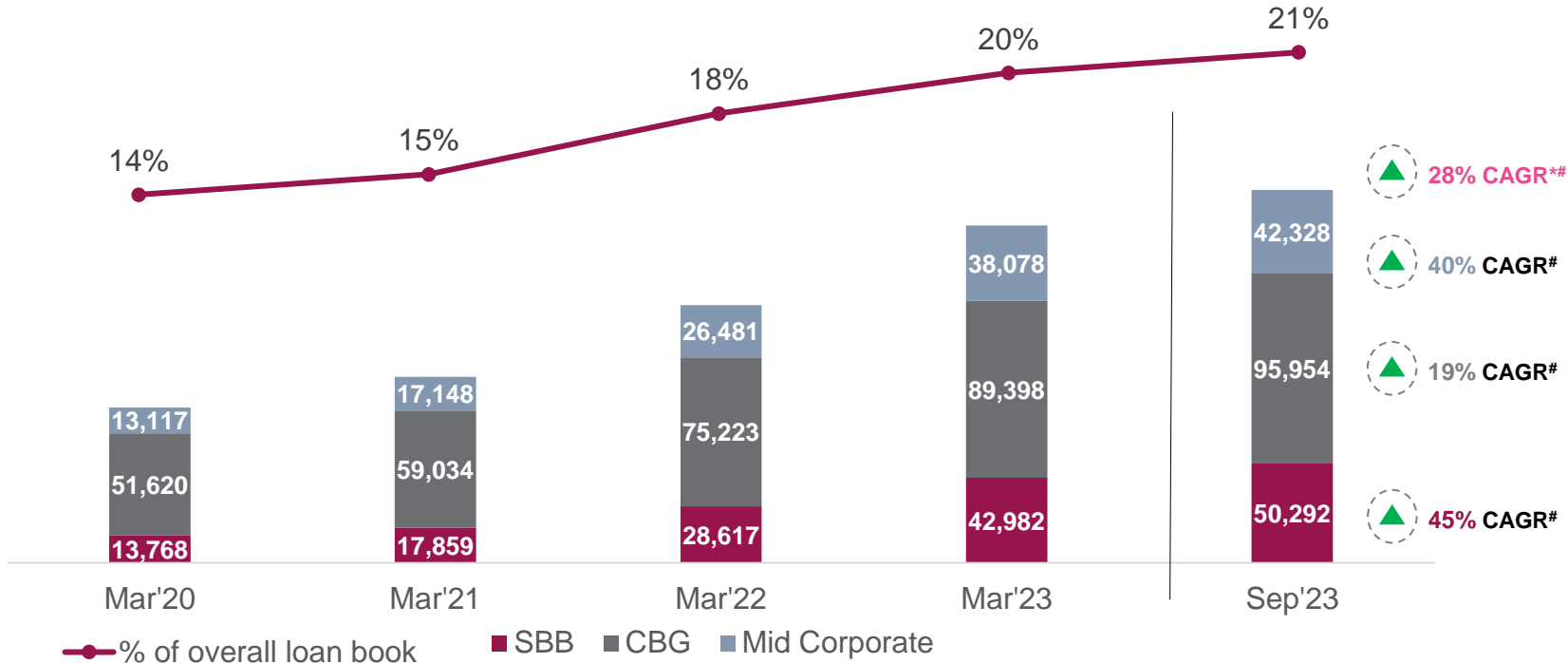
⁴ Lease Rental Discounting (LRD) outstanding stood at ₹21,120 crores

Business Performance

Commercial Banking



Strong growth in SBB+SME+MC book despite tightening our risk standards



SBB+SME+MC book has grown at ~2x the overall book growth, with over 680 bps improvement in contribution mix from 14.2% to 21.0% over last 3 years

28%
CAGR# in combined MSME, MC and SBB segment since Mar'20

15.6%
Axis Bank's Incremental MSME market share in last 3 years

8.8%
Axis Bank's market share as % of overall Industry MSME credit

* Considering our SME+SBB+MC book as numerator
period for CAGR Mar'20 – Sep'23

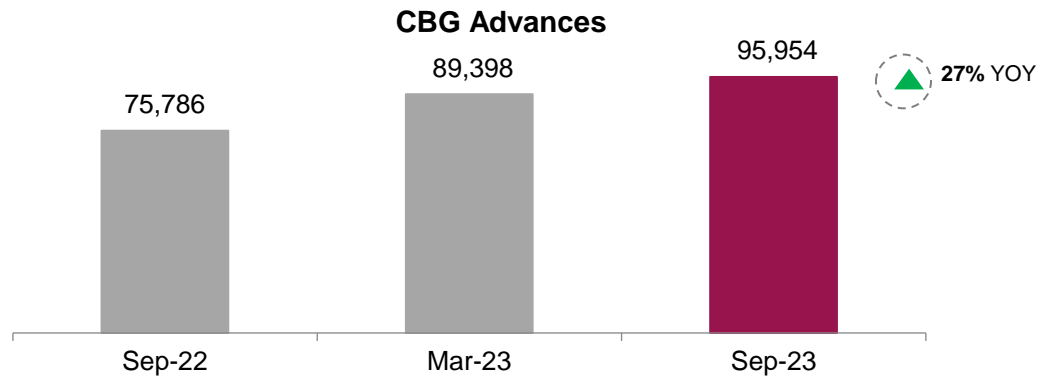
Commercial Banking business benefitting from technology led transformation



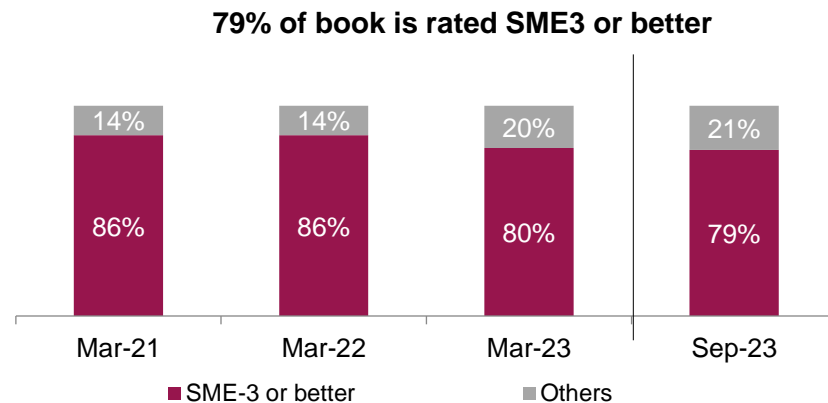
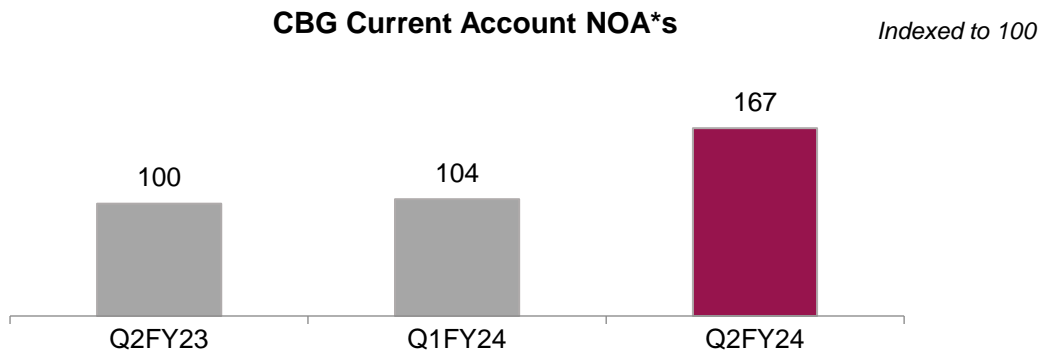
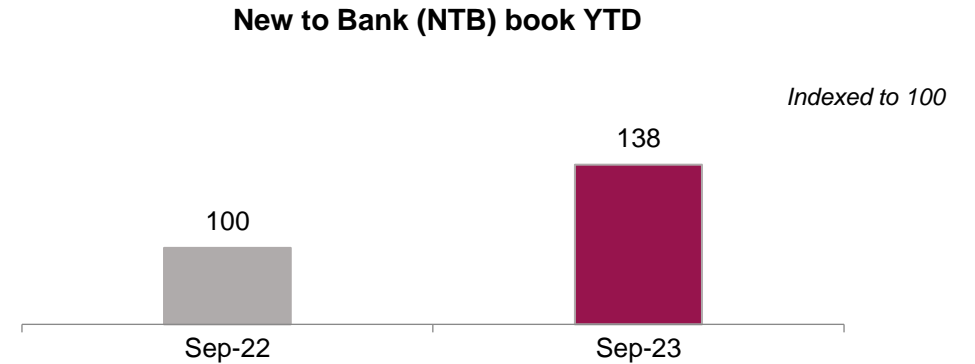
One of the most profitable segments of the Bank with high PSL coverage



Data driven credit decisions, minimal documentation, simplified products and digitized operations aiding higher business growth



88% of loans were PSL compliant

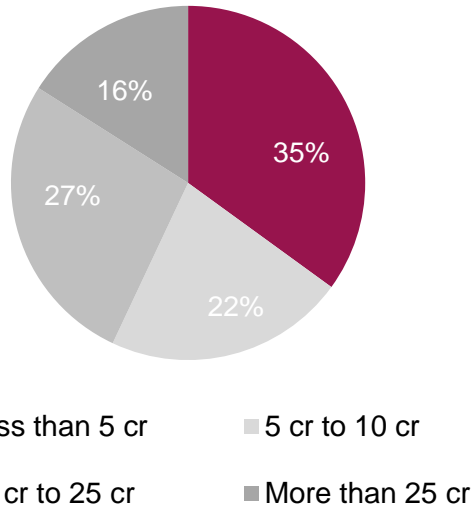


* Number of accounts acquired

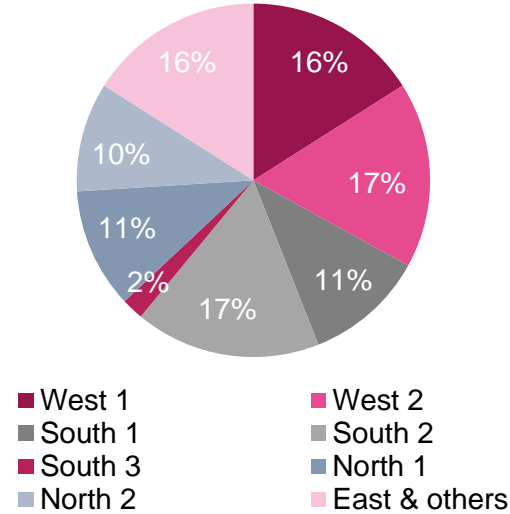
SME lending book is well diversified



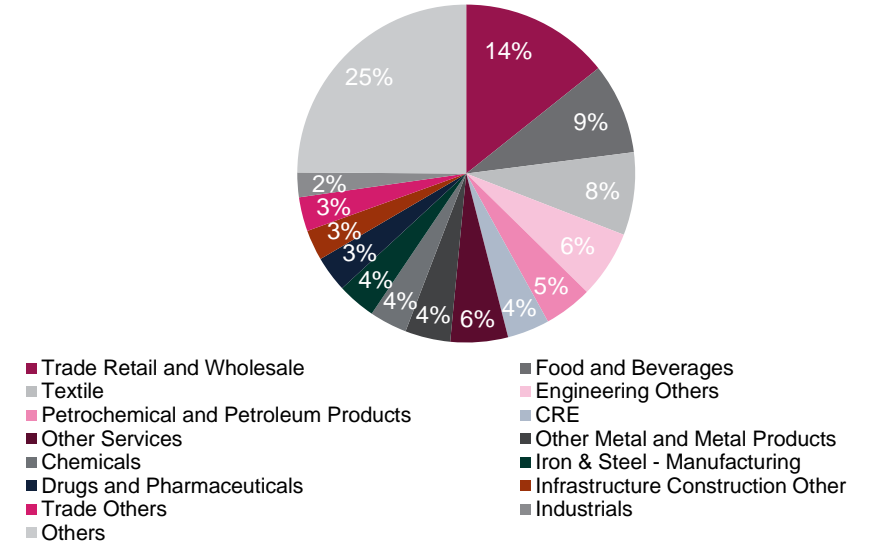
Book by Loan size



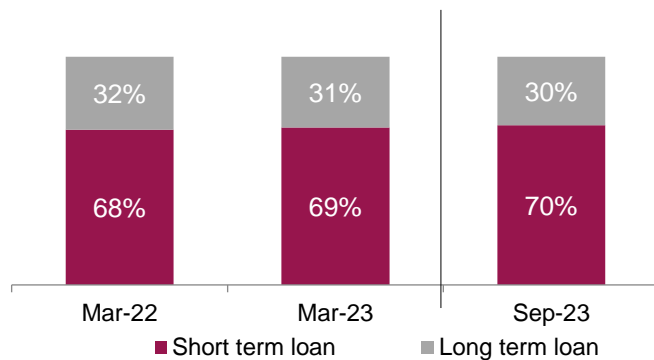
Well diversified Geographical mix



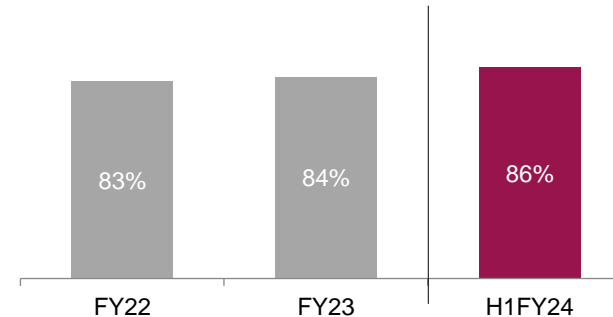
Well diversified Sectoral mix






SME book mix (by tenure)



Incremental sanctions to SME rated SME3 & above



Digital Banking

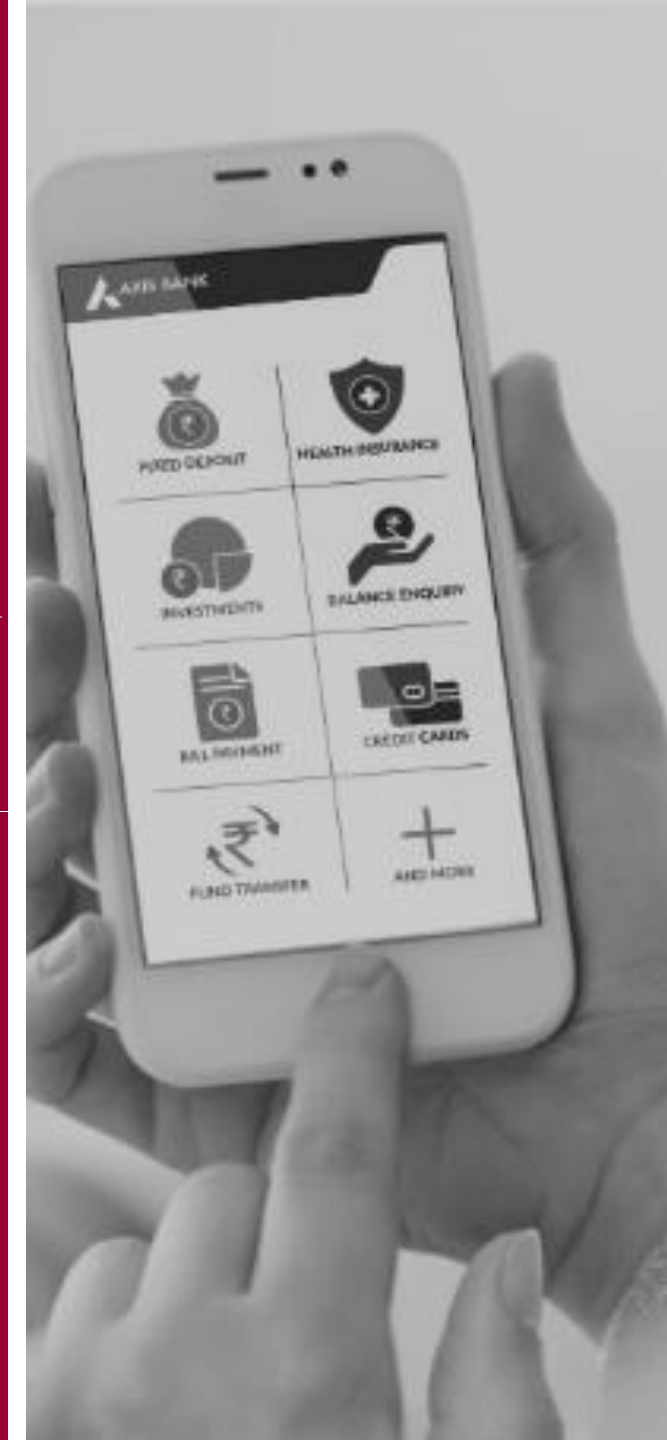
 <p>D2C products</p>	<p>95% Digital transactions¹</p>	<p>85% Credit cards issued² (H1FY24)</p>	<p>74% Individual RTDs volume (H1FY24)</p>	<p>71% New SA acquisition³</p>	<p>70% New MF SIP volume (H1FY24)</p>	<p>56% PL disbursed (end-to-end digital) (in H1FY24)</p>
 <p>Transformation</p>	<p>250+ Services on digital channels</p>	<p>300+ Employee tool Journeys</p>	<p>4.8@ Mobile App ratings</p>	<p>~13 Mn Mobile Banking MAU[#](Sep-23)</p>	<p>121400+ Devices on Bring your own device[~]</p>	<p>~3325 Robotic automated processes</p>
 <p>Capabilities</p>	<p>2,300+ People dedicated to technology agenda</p>	<p>750+ In-house digital banking team*</p>	<p>80%+ New hires* from non-banking backgrounds</p>	<p>Agile Enabled teams with CI/CD, micro-services architecture</p>	<p>40%+ Lift of bank credit model GINI scores over bureau</p>	<p>75+ Apps on cloud</p>

~9.2 Mn

Non Axis Bank customers using Axis Mobile & Axis Pay apps (as of Sep'23)

34%

Contribution of KTB channels to overall sourcing of Cards (in H1FY24)



¹Based on all financial transactions by individual customers in Q2FY24 ²through digital and phygital mode ³Digital tablet based account opening process for H1FY24

@ on Google Play store

~Bring your own device enabled for staff and outsourced team

* Including in-house Digital Banking team from Freecharge

Monthly active users

Setup *open* by Axis Bank – A Fully Digital Bank within the Bank

- *Distinctive In-house* Digital Capability across People, Tech & Processes

Acquire New Customers *at Scale*

- *74%* of retail individual TDs acquired digitally*

Become a Digital Consumer Lending Powerhouse

- *56%* of PL disbursed digitally*

Become a Benchmark Digital Bank Globally

- 'Axis Mobile' is *top rated* Mobile Banking App

Become the Leader in New Platform Businesses

- *Early leadership* in Account Aggregator, ONDC, CBDC, OCEN

A

Proprietary, distinctive digital native capabilities



B

Re-imagined & delightful customer experience



C

Full suite of products and services



A Proprietary, distinctive, digital native capabilities

1 Team



2300+

People dedicated to digital agenda

~300

Engineering team

~350

Product team

~50

Design team

80%+

new hires from non-banking background

Fintech | E-commerce | IT | Consulting | others

.. across roles forming full-service teams

Product | Engineering | Design | Partnership
Governance | Channels | Digital Marketing

2 Design capabilities



SUBZERO

Axis Bank's DESIGN SYSTEM



Axis Bank's ILLUSTRATION SYSTEM

Impact Metrics



One Design Language



Reduced Development Effort



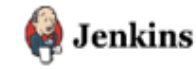
Design effort down by **30%**

3 Engineering and technology

Agile product development lifecycle

Continuous deployment

Modular micro-services based architecture



All new customer facing applications are **cloud native**

A Leadership in technology with several industry firsts...

1st

Indian Bank to be member of Banking Industry Architecture Network (BIAN)

1st

Bank to hollow the core for elite merchants on UPI
Leading player in UPI Payer PSP ^(a)

Cloud 1st

Only among peers to have 3 Enterprise grade landing zones

~2.5x

Tech investment growth in 3 years with ~2x growth in IT team strength ^(c)

400+

Retail, Corporate & Connected Banking APIs Partnership Integration with Market Leaders

790

Best-in-class BitSight ^(b) rating in BFSI



(a) National Payments Corporation of India

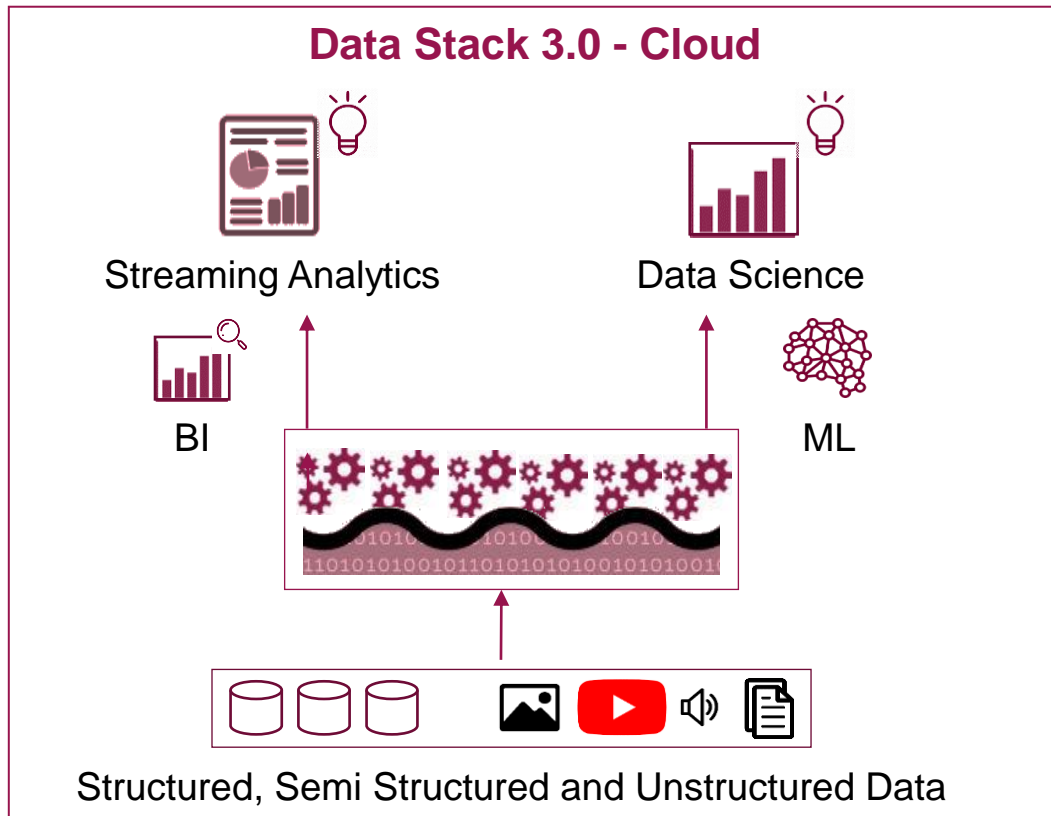
(b) BitSight Security Ratings as of Sep'2023 – higher the rating, the more effective the company is in implementing good security practices

(c) As of Mar'23

A Built best-in-class personalization capability and are leveraging alternate data to scale up our customer centric franchise



Building data stack 3.0 for next level of analytics and have created service data lake for enhanced customer experience



On the fly elasticity

Separation of compute from storage



Personalization – 15k+ nudge variants live to become best customer experience app in the world



100+ Alternate Data features powering **50+** distinctive models



Data Stack 3.0 is the modern and scalable architecture that helps deploy **1000+** use cases

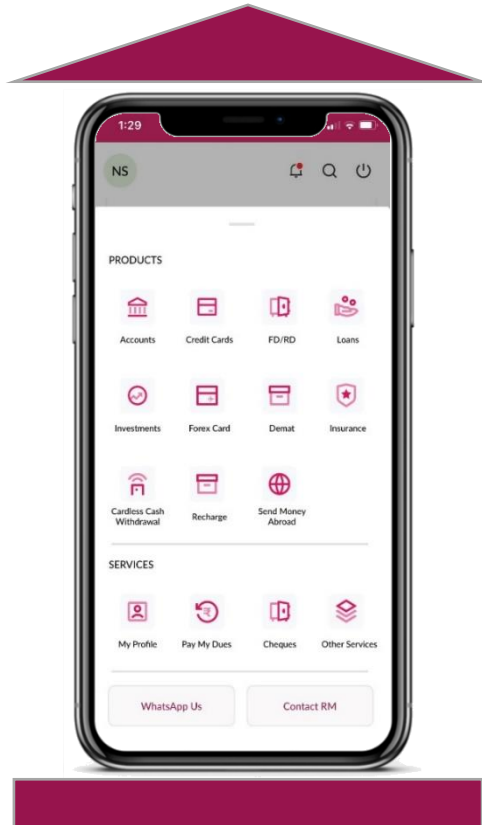


16% contribution to TD business via data backed personalization framework



2x Fraud prevention in FY24 TD Vs FY22 via robust alerts framework

B Distinctive customer experience : World's highest rated Mobile Banking App, doubling up as our largest branch



Bank on-the-go with Axis Mobile App

Hyper personalized | Intuitive | Seamless

Highest rating of **4.8** on Google Play Store with **2.2 mn+ reviews** across 64 global banks, 82 fintechs and 9 neo banks

67%

of Branch service request volumes covered

250+

DIY Services on mobile channel

~ 26 mn

Registered customers on Axis Mobile Banking

~ 13 mn

Monthly active users on Axis Mobile Banking *

~ 9.2 mn

Non-Axis Bank customers using Axis Mobile & Axis Pay apps as of Sep-23

~₹5.0 tn

MB spends in Q2FY24, up **36% YOY**

~ 1.5 bn

MB volumes in Q2FY24, up **50% YOY**

64%

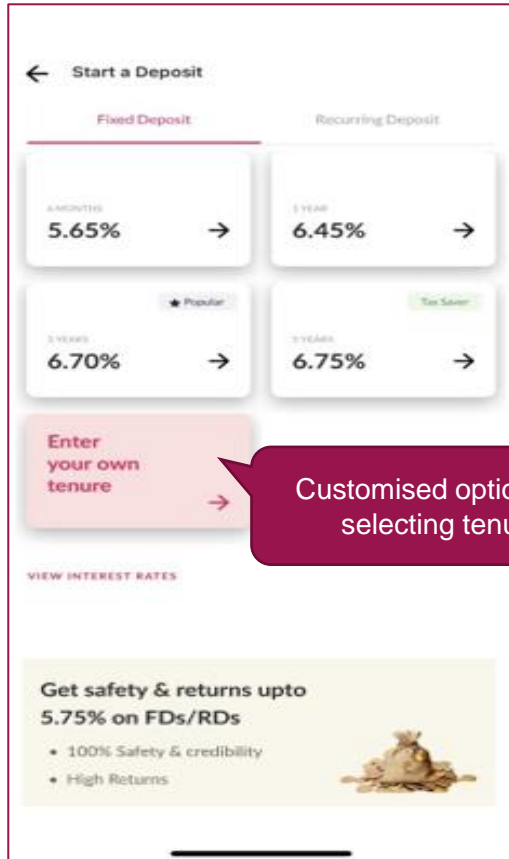
MB customers banking only on mobile app

* Monthly Active Users engaging in financial and non-financial transactions

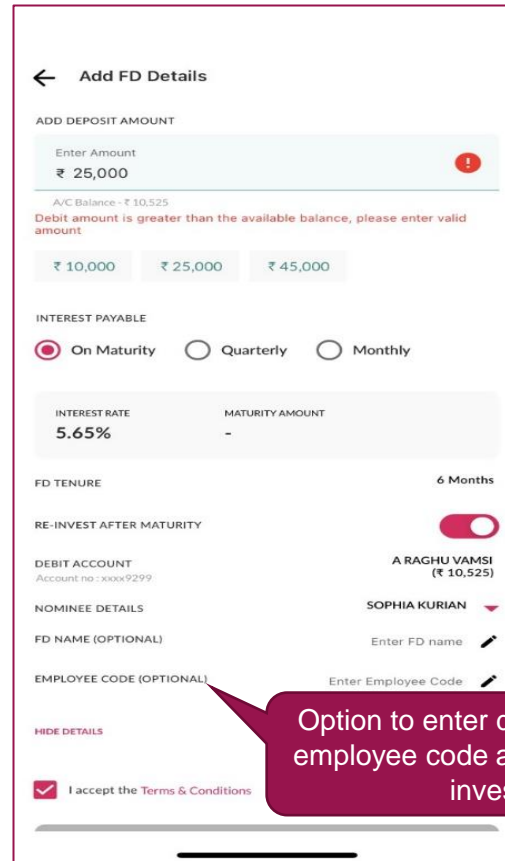
B Distinctive customer experience: redesigned FD journey



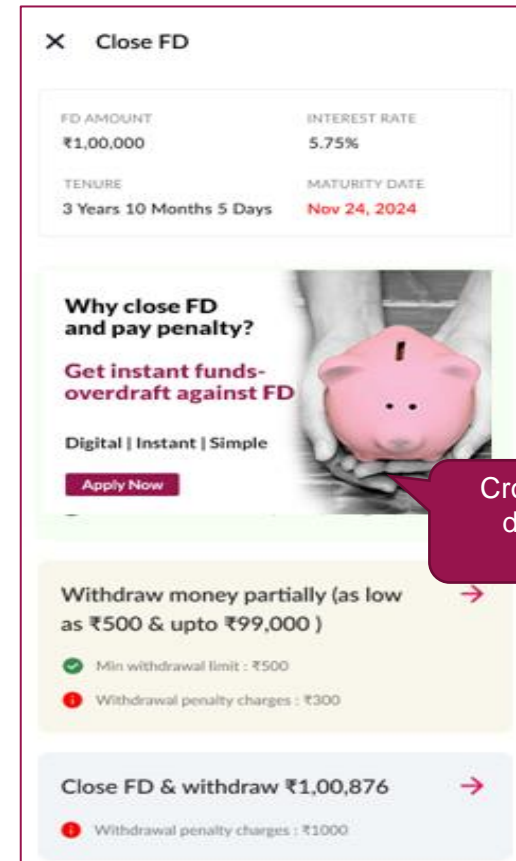
Best in class 3 click FD journey



Customised options for selecting tenure



Option to enter deposit name, employee code and default re-invest




Cross-selling OD against FD during premature closure journey


B Distinctive customer experience: Hyper personalised nudges




Regulatory and Servicing

 **Your KYC Is Due for Confirmation**
Update your KYC details
Your KYC is not up to date as per our records. Please update at the earliest for uninterrupted service.


[UPDATE NOW](#)

 **Order a Cheque Book**
You are running out of cheque leaves
Order a cheque book now and get it delivered at your doorstep.

[ORDER NOW](#)


 **Explore benefits with eEDGE REWARDS**
Get e-vouchers, products and exclusive deals
You have 8000 eEDGE REWARDS points in your A/c. Redeem now to enjoy a range of benefits.

[REDEEM NOW](#)


 **Check Your Risk Profile**
Be a smart investor
Assess your risk profile and explore funds suited to you. 5 lakh customers have checked their risk profile and have begun their wealth creation journey.

[INVEST NOW](#)


Cross sell and upsell

 **Falling Short of Funds ?**
Apply for instant 24x7 Personal Loans
Avail your pre-qualified offer of INR 10,00,000, *kahin bhi kabhi bhi*. It's digital, instant and simple.


[APPLY NOW](#)

 **Get Axis Bank Credit Card**
Enjoy a host of benefits on your pre-approved Axis Bank Credit Card
Earn attractive rewards while you treat yourself to the next shopping spree.


[APPLY NOW](#)

 **Is Your Heart Set on a New Car?**
Don't miss this great 24x7 Car Loans deal
Avail your offer of INR 8,00,000 and get up to 100% on-road funding.


[APPLY NOW](#)

 **Upgrade Your Credit Card Now**
Your Flipkart Axis Bank Credit Card is eligible for an upgrade
Avail now to get exciting deals and offers on your upgraded card.


[UPGRADE NOW](#)

 **Put Your Money to Better Use**
A/c no. xxxxx1234
Your account is credited with a large amount. Invest the money in a FD and get higher interest on your savings.


[INVEST NOW](#)

 **Get Instant Access to Money**
Without breaking your FD
Apply 24x7 Overdraft Against Fixed Deposit and keep growing your investment. T&C apply.

[APPLY NOW](#)


 **Increase Your Buying Power**
With credit limit increase
You can now increase the limit on your Axis Bank Neo Credit Card from INR 2,50,000 to INR 3,50,000.

[APPLY NOW](#)


 **Fulfil Your Dream of a New Home**
Enjoy host of benefits on your offer
We are glad to offer you a pre-qualified Home Loan up to INR 40,00,000.

[APPLY NOW](#)


Payment and investment

 **Your Mobile Bill is Due**
Airtel Postpaid
Your bill of INR 900 is due on 16 Aug 2021.

[PAY NOW](#)

 **Pay your Credit Card Bill**
Card Number xxxx-xxxx-xxxx-1234
Your bill of INR 10,000.00 has been generated. Pay before 31 Aug 2021 to avoid any charges. Ignore if already paid or scheduled.

[PAY NOW](#)

 **You have an upcoming SIP**
Axis Bluechip Fund- Regular Growth
SIP of INR15,000 is scheduled on 16 Aug 2021. Please maintain sufficient balance in your A/c for the same.

[VIEW MORE](#)

 **SIP Is Ending Soon**
Axis Bluechip Fund- Regular Growth
Your last SIP of INR 10,000 is on 16 Aug 2021. Start a new SIP now and continue to create wealth.

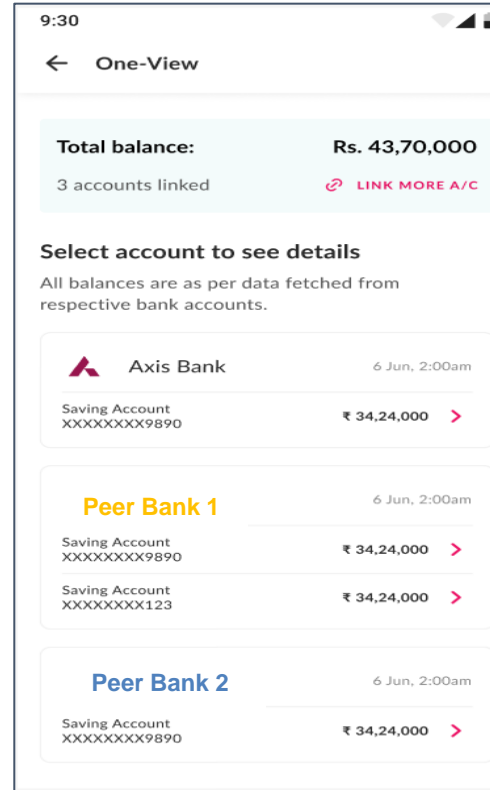
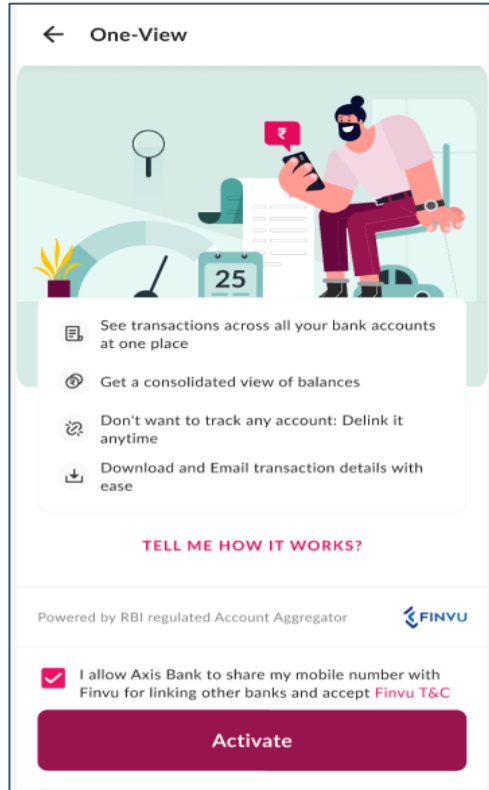
[INVEST NOW](#)



We continue to scale up Account Aggregator based use cases



Recently launched 'One View' on Axis Mobile



Consolidated balances from different banks

~ 0.46 mn +

Registrations in last 5 months since launch



Track all transactions at one place

Download and Email statement

Multiple use cases live in asset onboarding journeys

Personal Loan	Small Business Loan	Auto Loan
Two-Wheeler Loan	Credit Cards	Home Loan

123%

YOY growth in AA based Personal loans disbursed*

318%

YOY growth in AA based Auto loans disbursed

* Accounts Aggregator

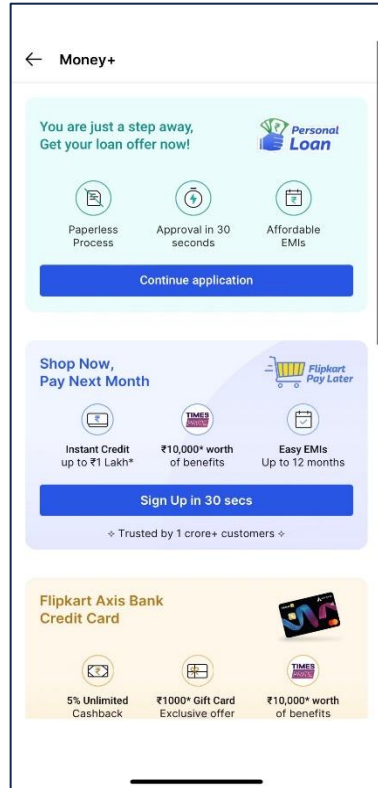


We continue to introduce new products driven by our *OPEN philosophy...*



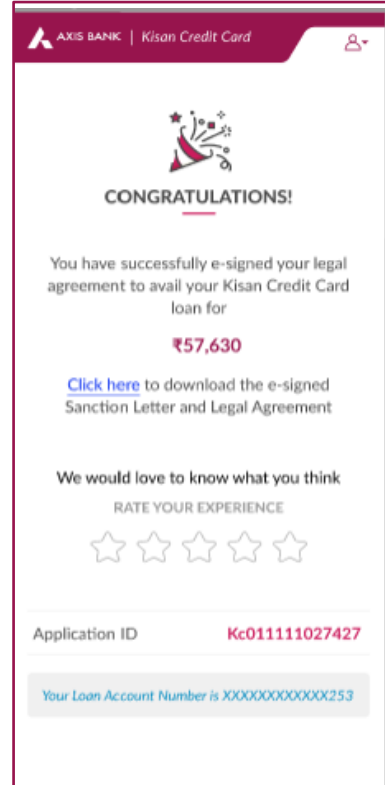
Personal loans on Flipkart

NEW



Digital KCC

NEW



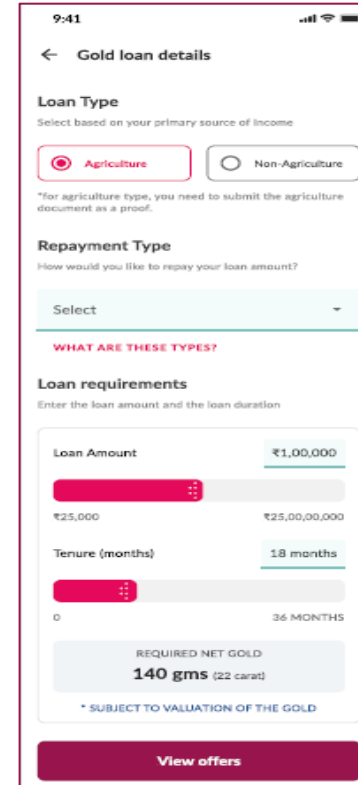
Central Bank Digital Currency

NEW



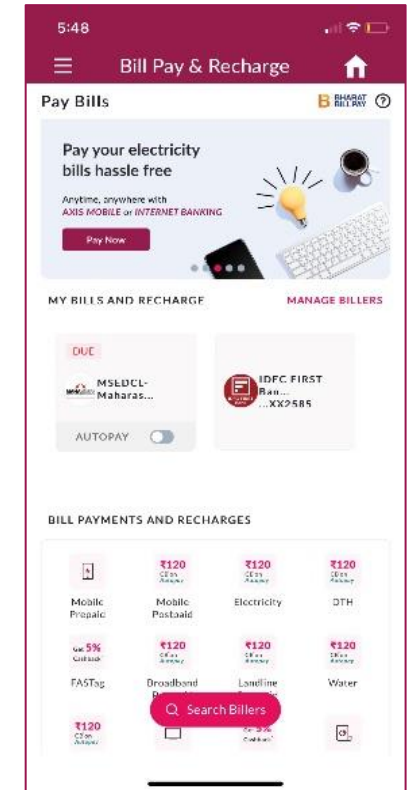
Digital Gold loans

NEW



Bill Pay

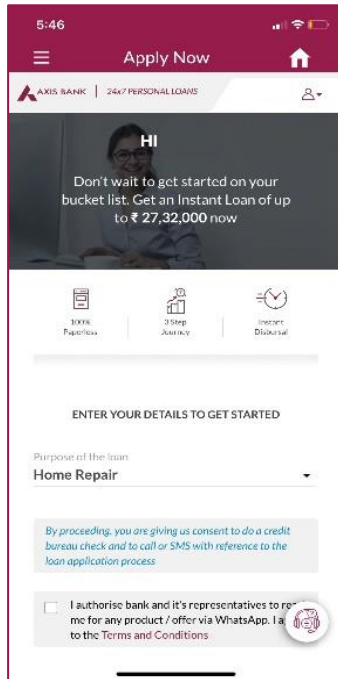
REDESIGNED



C ...while significantly scaling up existing products



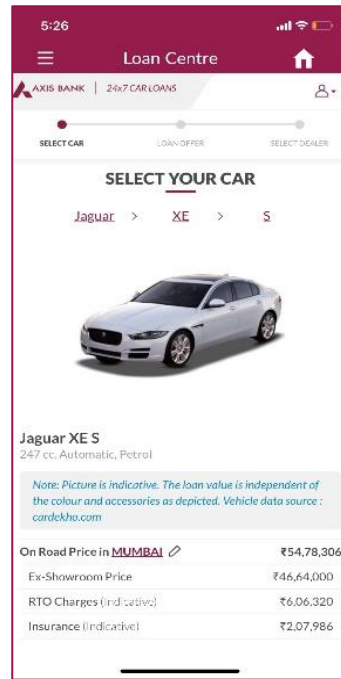
24x7 Personal loan



56%

Share of PL disbursed digitally* (end to end) by value

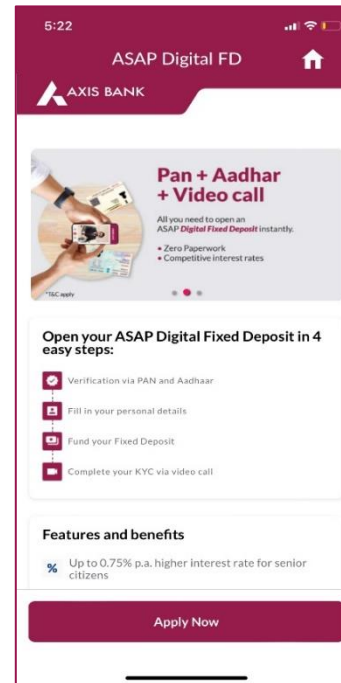
24x7 Auto loan



75%

YOY increase in Auto loans disbursed digitally* (by value)

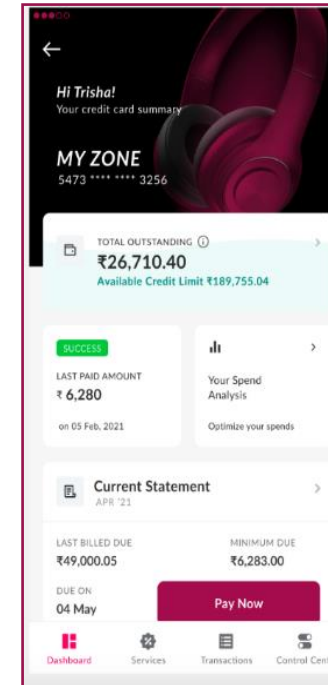
Digital FD



79%

YOY increase in retail individual FDs sourced digitally* (by value)

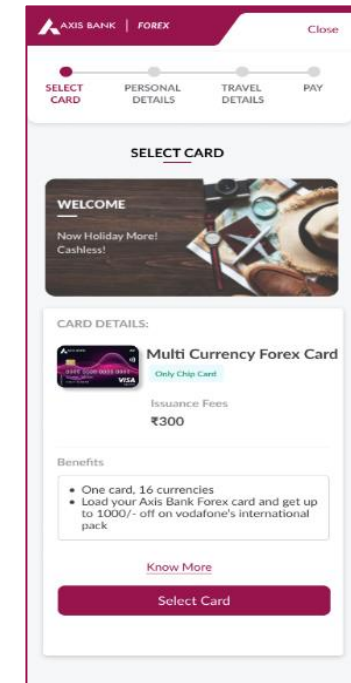
Cards portfolio



69%

Cross sell / Up sell digitally

Forex Card



85%

Share of Forex Cards issued digitally

C UPI has scaled up tremendously to become a key channel for customer transactions

- We have developed best-in-class UPI stack that enables us to offer cutting edge customized solutions across SDK, Intent, Collect and Pay offerings apart from new use cases like UPI AutoPay
- Dedicated IT cloud infrastructure to exclusively handle high volume UPI transactions has resulted in Axis Bank achieving one of the lowest decline rates as a remitter when compared to peer banks

Strong customer base and partnerships

781 mn

Cumulative VPA base**

~ 6.3 mn

Merchants transacting per day on our stack

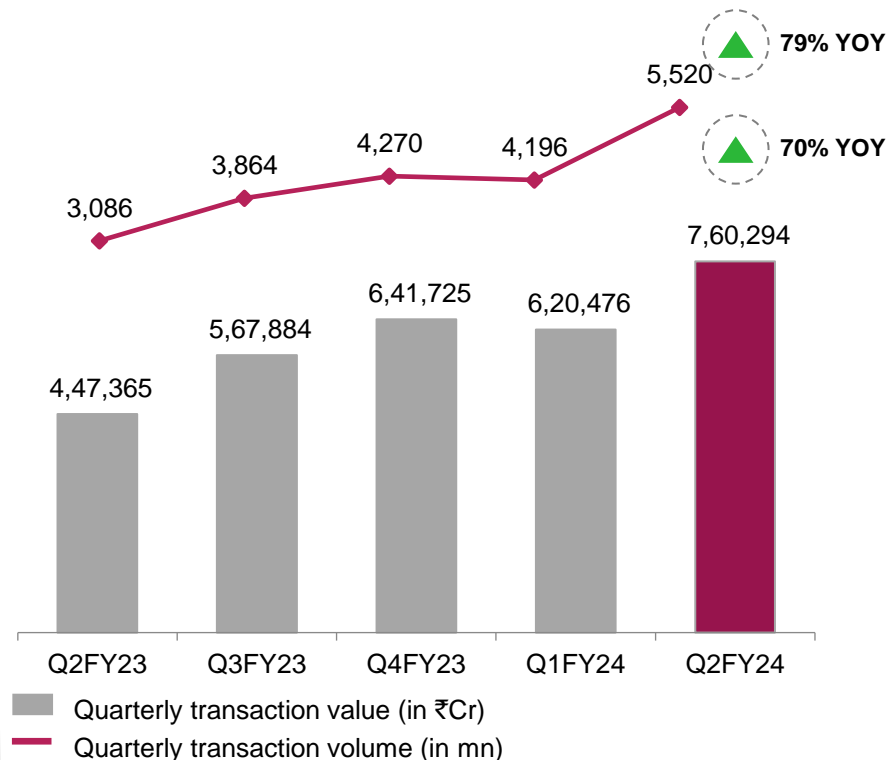
Marque partnerships across the PSP and acquiring side



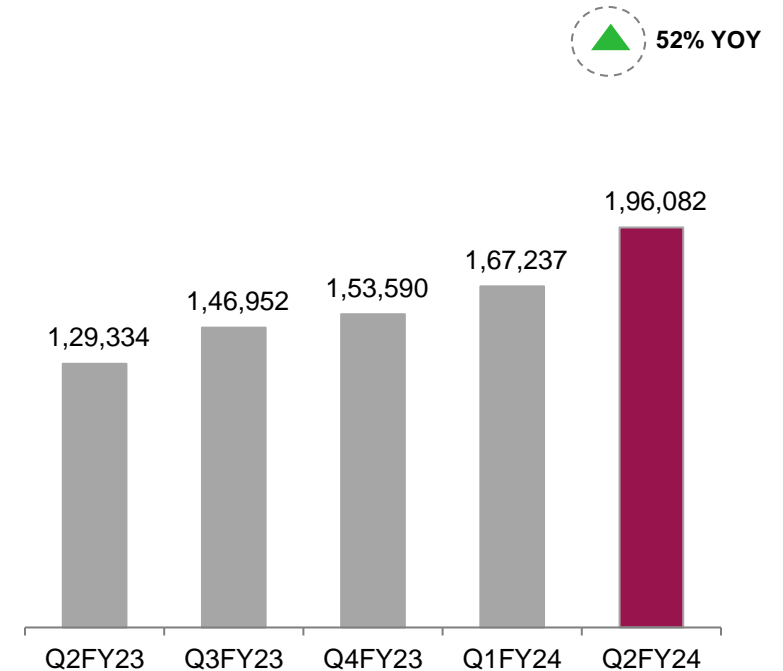
and many others..

** A user registering VPA once in Axis Pay and once in Google Pay is counted as 2

UPI transaction value and volumes (as Payer PSP)



UPI P2M Throughput (in ₹ crores)



Partnerships as a channel has significant potential to expand our customer base

We have 100+ Partnerships across Platforms and Ecosystems

Product Specific (API banking)

- Channel to acquire & service customers, complete customer ownership with Bank
- Co- branded products; revenue sharing (Offering FDs, PL and Credit Cards)

Transaction banking (White-labelled banking)

- Banking as a Service
- Deep integration with the partner

Aggregators             			
Mobility       		E-commerce  	Telecom 
Enablers     	Neo-Banks 	Remittance Platforms  	

APIs hosted on Bank's API Developer Portal

400+
Total APIs

~285+
Retail APIs

~25+
Connected APIs

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

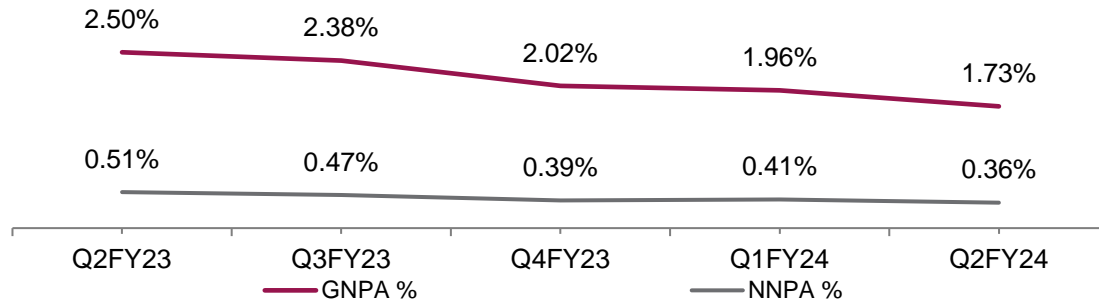
Subsidiaries' Performance

Other Important Information

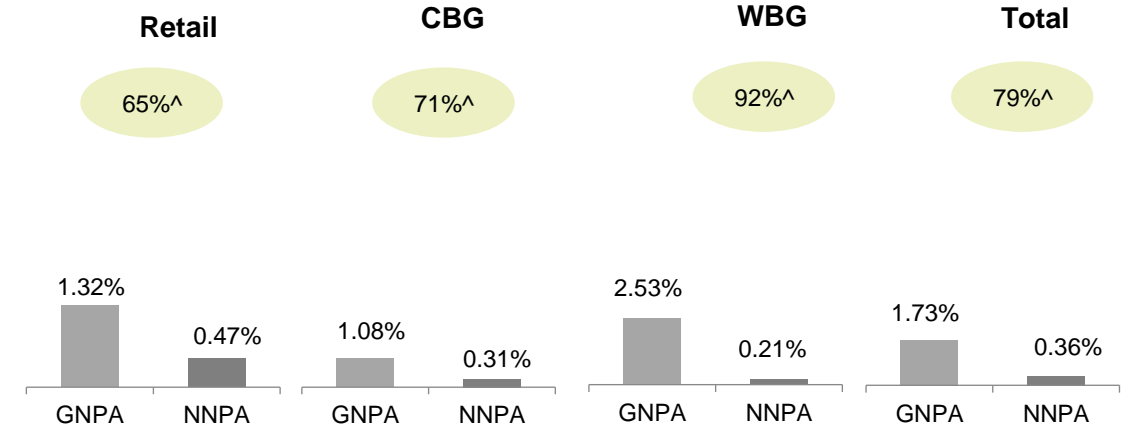
Stable asset quality visible across all segments



GNPA at 1.73% & NNPA at 0.36%

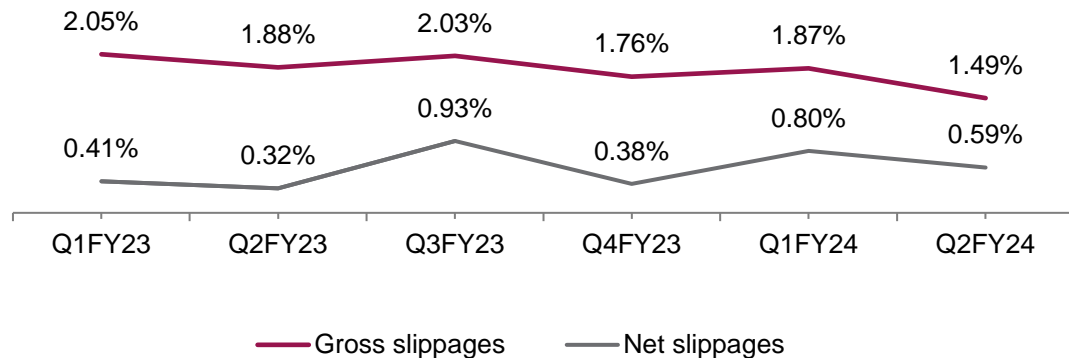


Segmental composition

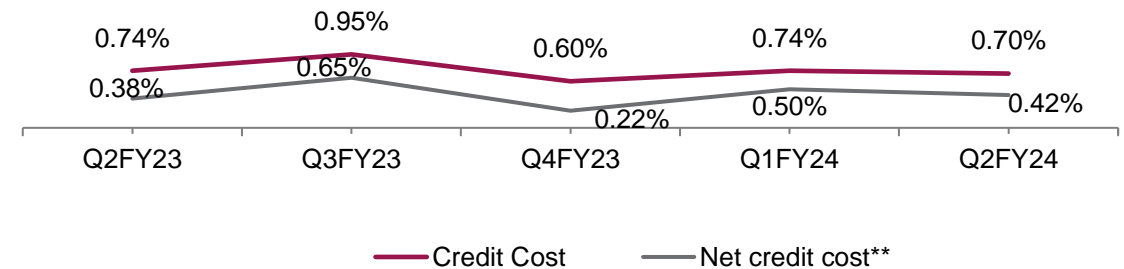


^ Provision coverage ratio without technical write offs

Slippages (Annualised)



Credit Cost (Annualised)

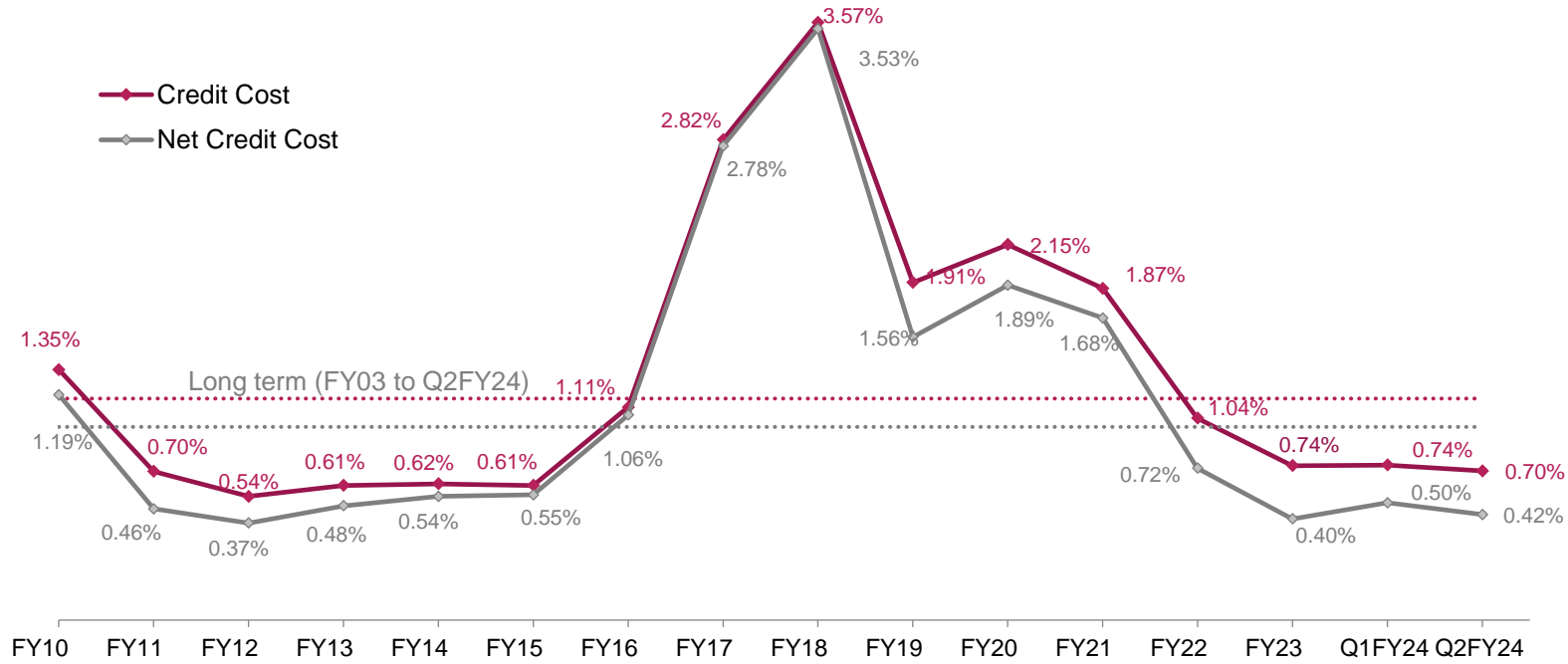


** credit cost net of recoveries in written off accounts

Legacy asset quality issues adequately addressed

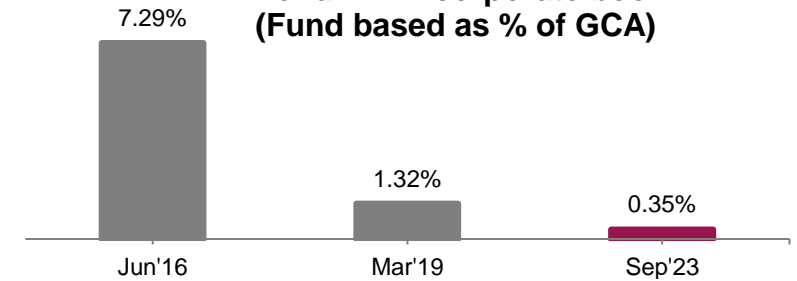


Overall Credit Costs: FY10 to Q2FY24

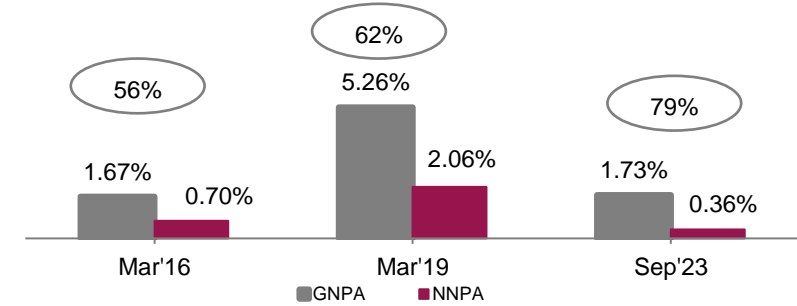


- Drivers of Credit Costs**
- **Reduced lumpiness of the wholesale business:** Given quality and granularity of the wholesale book, the new credit costs should be lower for this cycle as compared to previous cycle
 - **Provisioning rules tightened and rule based, PCR an outcome:** We now operate at 15% to 20% higher than where we used to previously operate. This needs to be factored in the incremental provisioning in the short term
 - **We feel comfortable growing our retail unsecured book now:** It will give us better risk adjusted NIMs, credit costs standalone will be higher

Trend in BB corporate book (Fund based as % of GCA)



Asset quality metrics



PCR Without technical writeoffs

Detailed walk of NPAs over recent quarters

All figures in ₹ Crores



		Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
Gross NPAs - Opening balance	A	21,037	19,894	19,961	18,604	18,158
Gross NPAs acquired from Citi	B	-	-	396	-	-
Fresh slippages	C	3,383	3,807	3,375 ^{\$}	3,990	3,254
Upgradations & Recoveries	D	2,826	2,088	2,699	2,305	1,985
Write offs	E	1,700	1,652	2,429	2,131	2,671
Gross NPAs - closing balance	F = A+B+C-D-E	19,894	19,961	18,604	18,158	16,757
Provisions incl. interest capitalisation	G	15,898	16,131	15,045	14,455	13,315
Net NPA	H = F-G	3,996	3,830	3,559	3,704	3,441
Provision Coverage Ratio (PCR)		80%	81%	81%	80%	79%
Accumulated Prudential write offs	I	36,865	37,366	38,015	38,332	39,404
PCR (with technical write-off)	(G+I)/(F+I)	93%	93%	94%	93%	94%

Provisions & Contingencies charged to Profit & Loss Account

	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
Loan Loss Provisions	751	1,341	270	1,146	1,010
Other Provisions	(201)	97	36	(111)	(195)
<i>For Standard assets*</i>	161	106	204	77	111
<i>Others**</i>	(362)	(9)	(168)	(188)	(306)
Total Provisions & Contingencies (other than tax)	550	1,438[#]	306	1,035	815

^{\$} includes non-recurring impact of day 1 cross NPA slippages from acquisition of Citi India Consumer Business

* including provision for unhedged foreign currency exposures

** includes provision for restructuring pool and other non-NPA provisions

[#] includes ₹340 crs on account of non recurring, one-time / prudent items, representing 24% of provisions for the quarter

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

Our ESG Progress



Our Purpose Statement: Banking that leads to a more inclusive and equitable economy, thriving community and a healthier planet



Environmental

~12,152 tCO₂e*
GHG emissions avoided annually

~ ₹18,140 Cr
Green lending portfolio as of March 2023

7.05 MW
In-house solar power capacity



Social

1.3 Mn
Households reached under Sustainable Livelihoods

2.2 Mn
Women borrowers under Retail Microfinance

25.7%
Female representation in workforce



Governance

1st
Indian Bank to constitute an ESG Committee of the Board

69%
Proportion of Independent, Non-Executive directors

15%
Proportion of women directors on the Board

** Estimated savings from key internal initiatives annually based on Assured data for FY 2023*



Among the top 10 Constituents of Nifty100 ESG Sector Leaders Index



Among top 10 constituents of S&P BSE 100 ESG Index



Among Top 10 Constituents of MSCI India ESG Leaders Index

Steady Performance on Global ESG Benchmarks



Above **80th** percentile among global banks on DJSI in 2022



FTSE4Good

9th Consecutive year on FTSE4Good Index in 2023



MSCI ESG Ratings at **A** in 2022



CDP Score at **C** in 2022



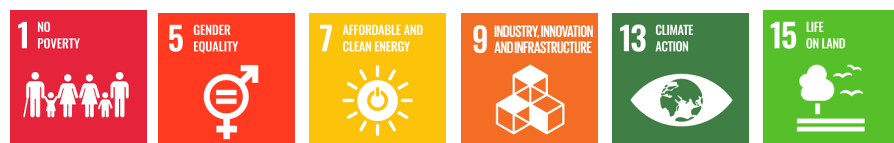
5th amongst **601** companies on CRISIL ESG Ratings 2022

Committed to Positive Climate Action and Achieving the SDGs



In September 2021, the Bank announced commitments aimed at supporting India's low-carbon and equitable economic transition towards achieving the SDGs and India's commitments under the Paris Agreement

Our Commitment	Unit	Progress As of March 2022	Progress as of March 2023
Incremental financing of Rs. 30,000 Crores under Wholesale Banking to sectors with positive social and environmental outcomes, by FY 2026	Cumulative Exposure	₹10,414 Cr (from Aug 2021)	~₹20,400 Cr
Making 5% of its retail Two-Wheeler loan portfolio as electric by FY 2024	EV % as share of TW loan portfolio	0.82%	2.52%
Incremental disbursement of Rs. 10,000 crores by FY 2024 under Asha Home Loans for affordable housing; increasing share of women borrowers from 13.9% to 16.9%	<ul style="list-style-type: none"> Incremental disbursement Share of women borrowers 	₹3,359 Cr 5.86%	₹6,602 Cr 15.69%
Scaling down exposure to carbon-intensive sectors, including Coal and Thermal Power	Progress on Glide Path	Glide path till 2030 created	Exposure below FY 2023 Target
Reaching 30% female representation in its workforce by FY 2027	Overall diversity	24.6%	25.7%
Planting 2 million trees by FY 2027 across India towards contributing to creating a carbon sink	Saplings planted	Site preparation completed at 5 locations	~0.83 million saplings planted



Striving for Operational Excellence

Committed to reducing our operational carbon footprint

The Bank's 3 largest offices, in Mumbai and Bangalore are running on **100%** renewable power

7.05 MW functional captive solar power capacity at close to 250 locations*, helping avoid approximately **3,066 tCO₂e** annually

Centralized Energy Management System (CEMS) at 600 branches, saving **~3,242 tonnes** of CO₂ emissions

On-grid inverter solutions at **200+ rural branches** to move away from DG sets

Providing **EV Charging** infrastructure at Head offices in Mumbai and at Noida

~ 12,152 Metric tons of GHG emissions avoided from diverse energy saving initiatives

'Branch of the Future' initiative by Digital Banking helping each branch save estimated **~ 2 million** sheets of paper annually



Sparsh, our Customer Obsession program, is running with focus on impact, sustenance & employee engagement



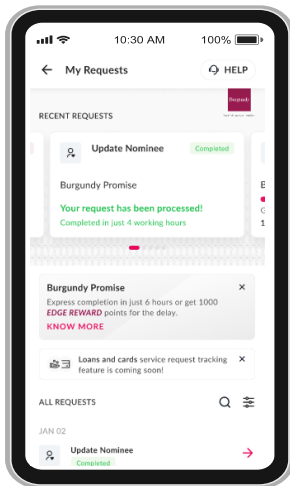
Sparsh now embedded across all customer touchpoints, processes & metrics

1. Getting more customers as promoters

NPS (Net Promotor Score) movement over indexed baseline

	Baseline ¹	Sep '23	Movement
Retail Bank	100	139	+39
Wholesale Bank	100	*133	+33

2. Delivering Axis Promise to customers: Industry First “My Request” page LIVE on Mobile App/Net Banking



LIVE: **Burgundy customers' 6-hour promise** on select requests on MB

LIVE: Status of **Retail Liabilities & Credit Card** requests for all customers

Commitment on turnaround time & LIVE current status

Omnichannel – Requests raised from any channel in **single view**

Scenario based **personalized messages**

Building a culture of Customer Obsession: **Sparsh Week**

A pan-bank event with a series of engaging customer-centric activities to amplify and build on the organizational spirit and promise of Customer Obsession

~20 high decibel events conducted under 3 themes



Listen



Act



Celebrate

Key Highlights

- Staggering **50,000+** employees engaged with over **22 hours** of LIVE event content
- MasterClasses** by **industry experts** from Swiggy, MullenLowe, OneCard & more
- Listen & Learn** sessions with customers, focused on fraud awareness, were held across branches
- In-branch instant feedback via QR codes went live in all **strategic branches**
- 3000+** Customer Success Stories captured during the Sparsh Week

1.Baseline as Q1 of FY 23

*Wholesale FY23 exit numbers, as NPS assessment done annually

Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

Significant value creation happening in our key group entities

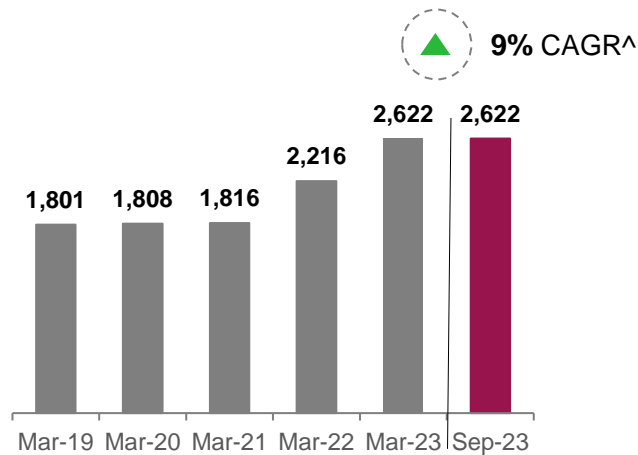


Detailed One Axis presentation [Link](#)

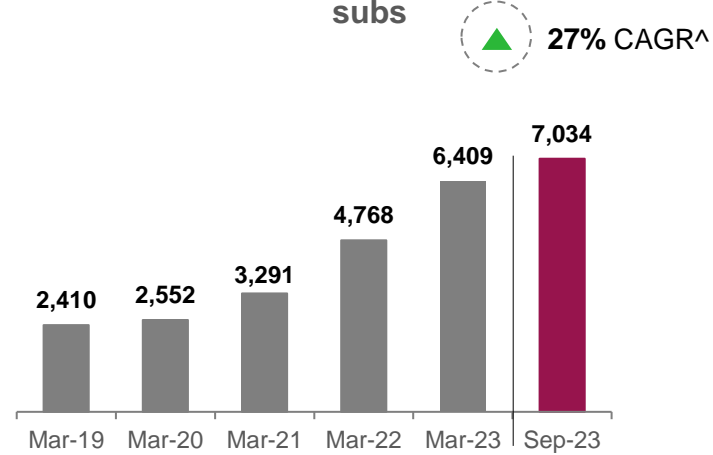


All figures in ₹ Crores

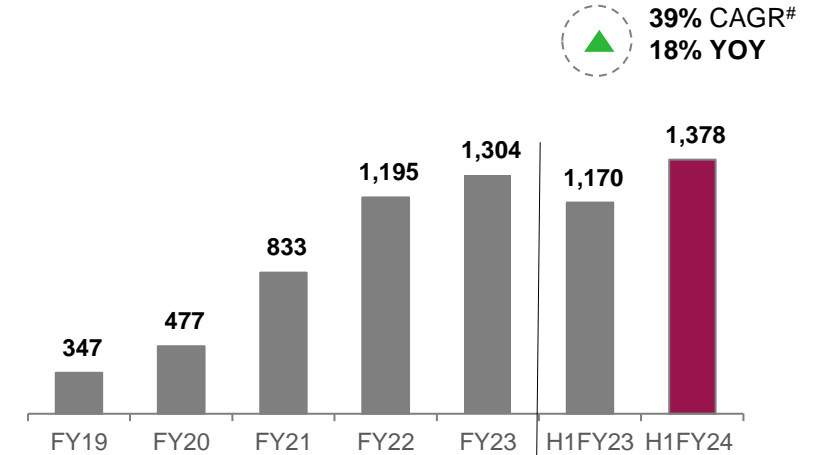
Total investments* made



Combined network* of operating subs



Combined PAT* of operating subs



CAGR for period FY19 to FY23

(Annualized)

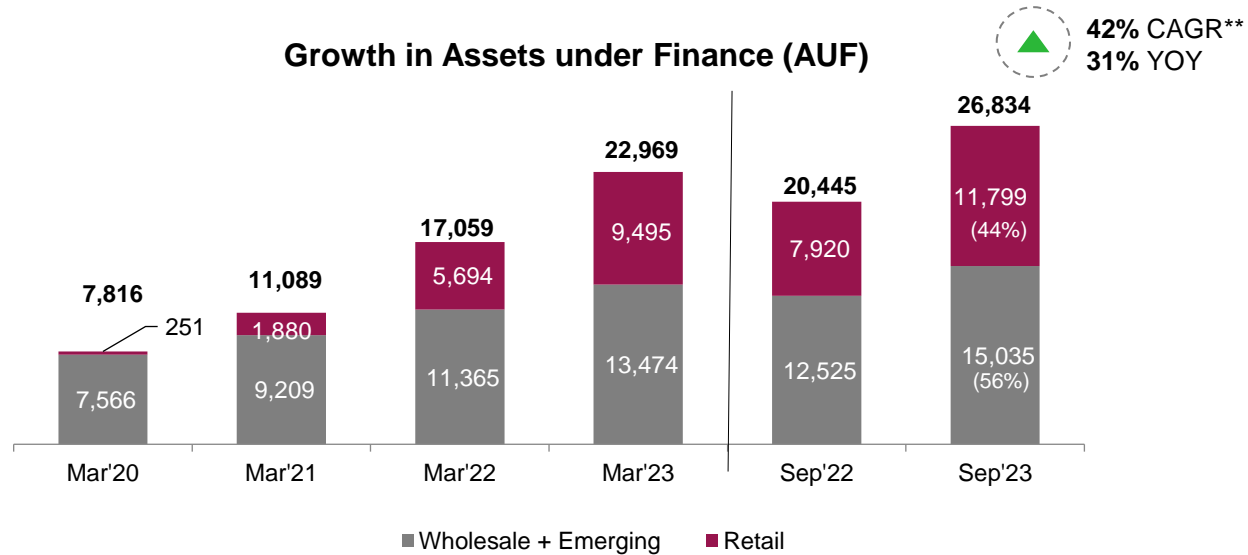
1) 25% is held by Schroders Plc 2) Including stakes owned by Axis Capital and Axis Securities; Also, there is further Option to take overall stake to 19.99%
3) 47% effective stake held by Axis Group in step down subsidiary (51% stake held by Axis Mutual Fund & 9% stake held by Axis Bank)

[^] CAGR for Mar-19 to Sep-23 period @ Based on New Business Premium

* The figures represented above are for the Bank's domestic group entities as per Indian GAAP, as used for consolidated financial statements of the Group

Axis Finance : PAT up 26% YOY, Retail book up 49% YOY

Growth in Assets under Finance (AUF)

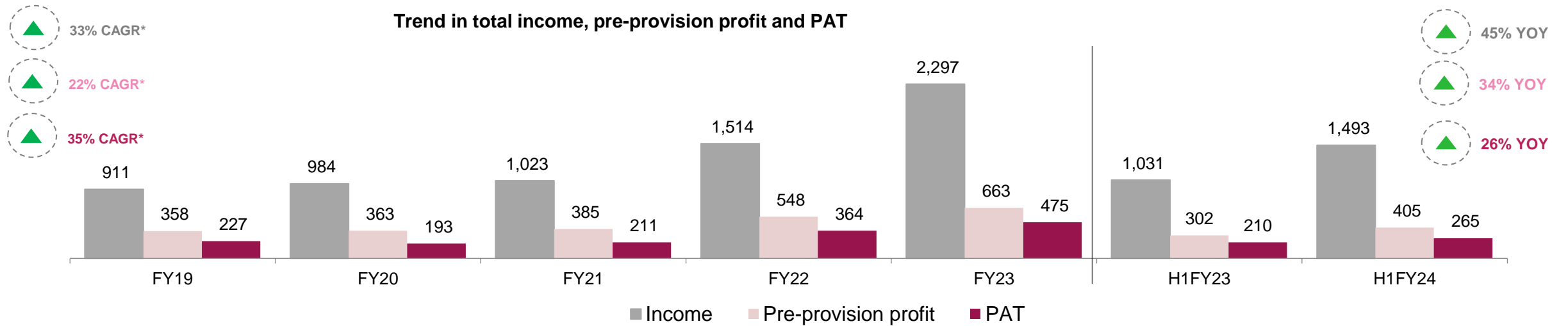


Major Highlights

- **49%** YOY growth in Retail book, retail mix up **-523 bps** YOY to **44%**
- **20%** YOY growth in Wholesale loan book
- **15.9%** ROE for H1FY24 and **16.7%** for Q2FY24
- **17.9%** Capital adequacy ratio
- **0.31%** Net NPA with near zero restructuring

** CAGR for period Mar'20 to Sep'23

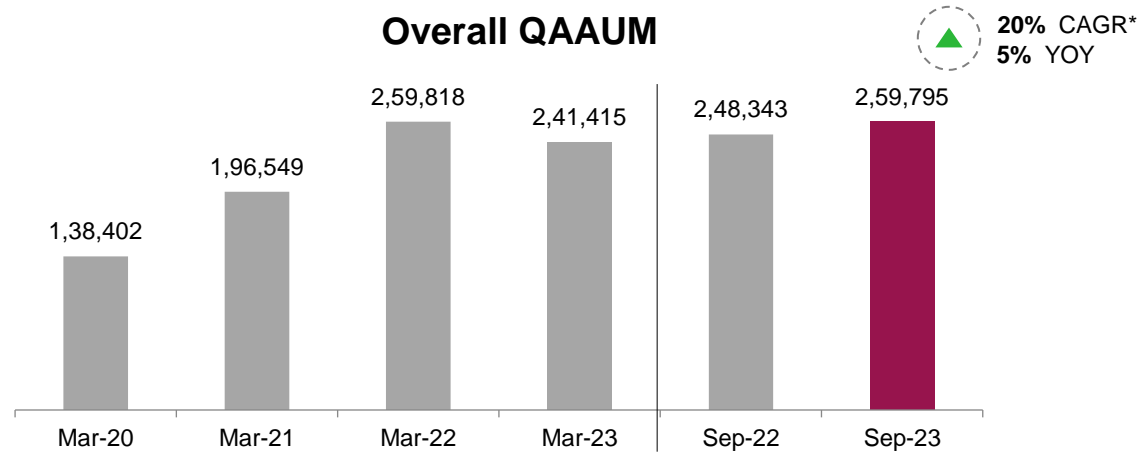
Trend in total income, pre-provision profit and PAT



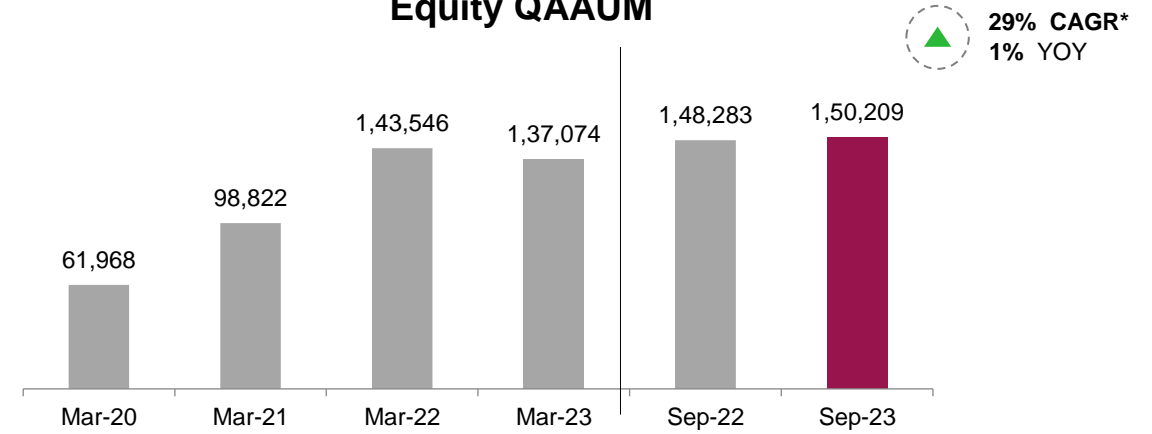
* 3 yr CAGR (FY20 to FY23)

Axis AMC : Revenue up 8% YOY

Overall QAAUM

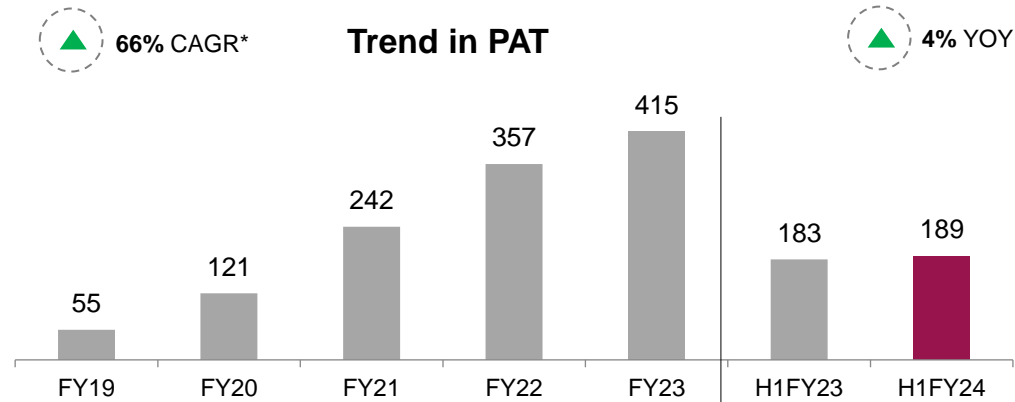


Equity QAAUM



* CAGR for period Mar-20 to Sep-23

Trend in PAT



* CAGR for period FY19 to FY23

Major Highlights

- **6%** AUM market share as of Sep'23
- H1FY24 revenue stood at **514 crores** up by **8%**
- **63%** of overall AUM consists of Equity & Hybrid funds
- **Highest rated** customer app (AppStore **4.6** & PlayStore **4.5**) in AMCs
- **12.5 mn** client folios as at of Sep'23

Scheme AUM/AAUM (Amt in cr) Rs.247787.92 / Rs.259794.59 Asset Classwise AUM / AAUM: Liquid/Money Market: 29721.77/35735.94, Gilt: 212.74/214.95, Income/Debt: 49280.54/53835.11 Equity including ELSS: 148375.83/149547.35, Hybrid: 8792.24/9173.11, Solution: 1833.24/1832.71, Index: 2601.92/2251.71, ETF: 5059.64/5102.71, FOF: 1910.00/2101.01. AUM by geography (%) [Cities]: Top 5: 54.48% Next 10: 14.60% Next 20: 6.21% Next 75: 7.55% Others: 17.16%

Axis Capital : Strong positioning in Equity Capital Markets

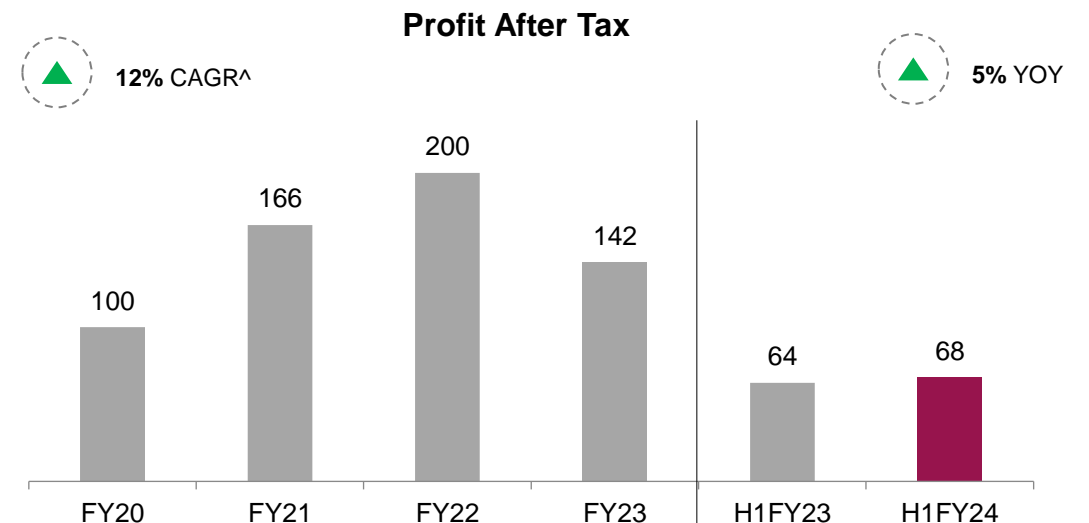
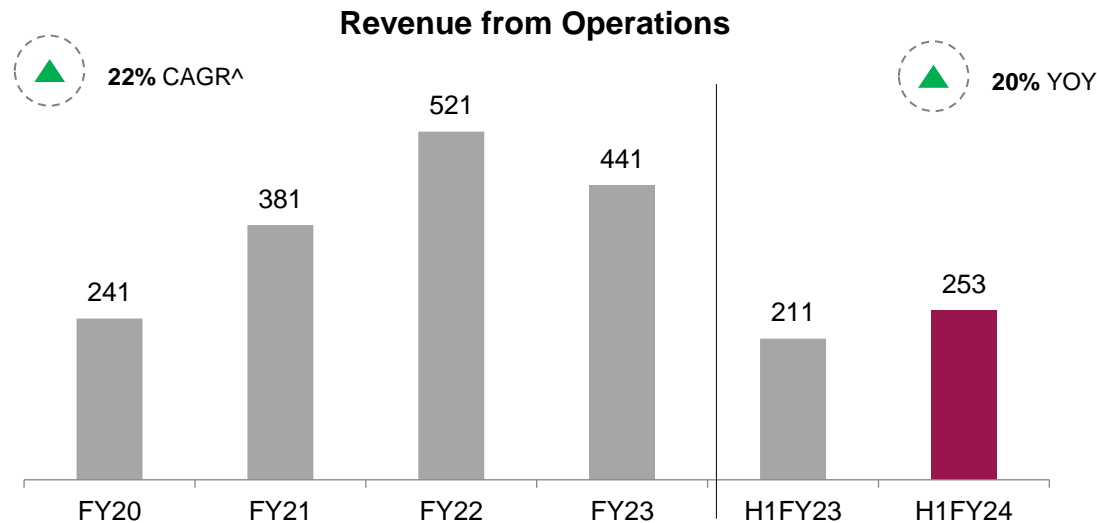


H1FY24 Ranking* (includes IPO, FPO, QIP, REIT, OFS & Rights)

Rank	Banker	No of Deals*
1	Peer 1	19
2	Axis Capital	17
3	Peer 2	17
3	Peer 3	14
3	Peer 4	12

Major Highlights

- **48** IB deals closed in H1FY24 that include **34** ECM and **6** M&A deals
- **2nd rank** in ECM deals
- **43%** YOY growth in Q2FY24 revenue from Institutional Equity business
- **₹253 crores** – Revenue from operations in H1FY24



All figures in ₹ Crores

*Source: Primedatabase; Updated till 30th September, 2023; Includes all Equity IPOs, FPOs, QIPs, OFS, REIT, InvIT, Rights Transactions

[^] CAGR for period FY20 to FY23

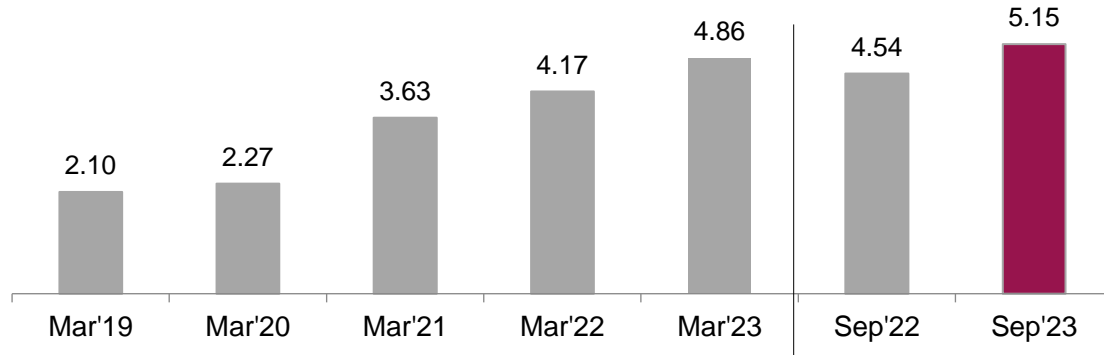
Axis Securities : PAT up 14% YOY



Total customer base (in mn)

3rd largest bank led retail brokerage in terms of customer base

13% YOY
23% CAGR*



* CAGR for period Mar-19 to Mar-23

Major Highlights

- **13%** YOY growth in customer base in Q2FY24
- **54%** of the volumes in Q2FY24 was from Mobile trading
- **58%** of clients traded through Axis Direct Mobile App in Q2FY24
- **₹ 457 crores** - broking revenues in H1FY24, up 36% YOY

All figures in ₹ Crores

Broking Revenue

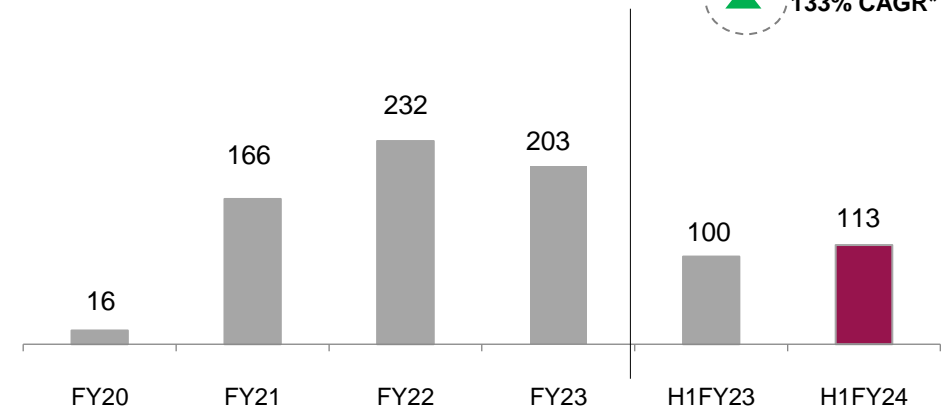
36% YOY
56% CAGR*



* CAGR for period FY20 to FY23

Profit After Tax

14% YOY
133% CAGR*



A.TREDS: Invoicemart setting a new benchmark in TReDS



- » A.TREDS is the largest TReDS entity which operates on a perpetual license, allowed by RBI to set up the Trade Receivables Discounting System (TReDS), an electronic platform for facilitating cash flows for MSMEs
- » The TReDS platform connects MSME sellers and their corporate buyers to multiple financiers. It enables discounting of invoices of the MSME sellers raised on large buyers, through a transparent bidding mechanism that ensures financing of receivables at competitive market rates.
- » Our digital invoice discounting platform '**Invoicemart**' has set a new benchmark by facilitating financing of MSME invoices of more than **₹ 75,600 crs+**. Crossed a monthly figure of **₹ 4,000+ crs** in September 2023.
- » Invoicemart has helped in price discovery for MSMEs across **870+** locations in India who are now able to get their bills discounted from **60** financiers (banks, NBFC factors and NBFCs)



Progress so far (Jul'17 to Sep' 23)



Throughput
~ ₹ 75,600 Cr



Invoices Discounted (in No's)
~ 20 Lakh



Participants on-board
~ 25,000

Freecharge: Building capabilities in four key areas – Consumer Lending, Merchant Business, Payments for Lending, and Payment Aggregation

Merchant Business

- **20%** growth in number of merchant acquisitions in Q2 FY24 from Q1 FY24
- **10%** growth in merchant GMV from Q1 FY24 to Q2 FY24 and **crossed 1 lac MAU** on Merchant app in Q2 FY24
- **Dynamic QR launched on merchant app**, allows merchant to set order value on each QR & always receive the exact order amount, without any customer intervention. No device investment needed as feature available on merchant's phone
- **Gold Loans** pilot launched in select cities, to be scaled up in Q3
- **Revamped merchant onboarding journey launched via Mitra app** (fleet management app) with multiproduct capabilities



Payment Aggregation

- **GMV & performance maintained** despite PA embargo from February 2023 on new merchant onboarding. Scale up planned post RBI approval.
- **New features rolled out** –
 - 3DS 2.0: Upgraded to latest version of 3DS for further security enhancement on card transactions.
 - New website launched, showcasing Payment Gateway capabilities
 - Superior offering for Financial services merchant integration with Third Party verification services to allow payments from verified accounts and initiate instant refunds
 - EMI on credit card



Consumer Payments & Lending

- **Average order value per user increased by ~9%** in Q2 FY24 vs Q1 FY24
- **Axis Rupay Credit Cards launched on Freecharge app**. Customers can now apply for Rupay credit cards and link to UPI for seamless transaction experience. Currently live for existing Axis Bank customers, to be rolled out for New to Axis Bank customers in next phase
- **Rolled out Rupay credit card linking to Freecharge UPI**, allowing users to transact seamlessly on Freecharge UPI via Rupay credit cards
- **UPI central mapper launched** – allows users to pay anyone with just the mobile number without requiring their VPA
- **Bill box feature launched** – allows customers to manage all bills payments from single window



Executive Summary

Financial Highlights

Capital and Liquidity Position

Business Segment Performance

Asset Quality

Sustainability

Subsidiaries' Performance

Other Important Information

Our winning mindset is reflected in multiple awards and recognitions...



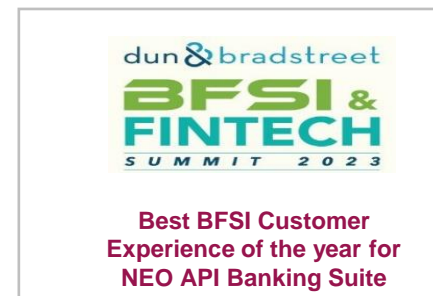
Best BFSI Brand Award



Won 'Domestic Retail Bank of the year' and 'Digital Transformation of the year' Award



Won "Infosys Finacle Award", for AI implementation



Best BFSI Customer Experience of the year for NEO API Banking Suite



Won BFSI Tech "Best Product Innovation in BFSI (Sarathi)" Award



Ranked 3rd for India Large Corporate banking and Middle Market banking



Asia's Best in Infrastructure Modernization



Excellence of the year in Innovation and Banking



Won "Best Private Bank for Client Acquisition, Asia", 5th Annual Wealth Tech Awards



Best BFSI MSME Support for NEO Connect, a Project NEO initiative for Wholesale Banking



Won "Highest Improvement in Data Quality of Commercial Bureau" Award



Won 'Analytics India Magazine's Cypher' award for Data Engineering excellence



Secured 3rd position in NPS Recognition Programme



'Most Recommended Retail Bank in India' and 'Most Helpful Bank during Covid-19 in India'



Won "Retail Banker's International Asia Trailblazer", for use of AI & ML in financial services



Won 'Leadership in Social Impact' award at the ESG India Leadership Awards 2021



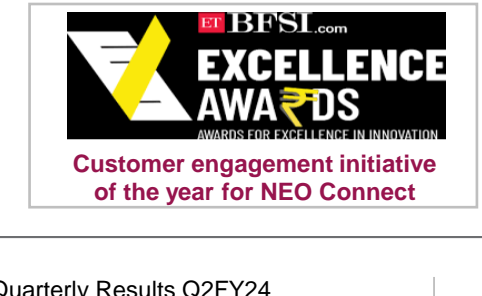
"Great Place to Work-Certified" among India's Best Workplaces™ in BFSI 2022.



'Best Sustainability-linked Bond – Financial Institution' for its US\$600m Sustainable AT1 Bond

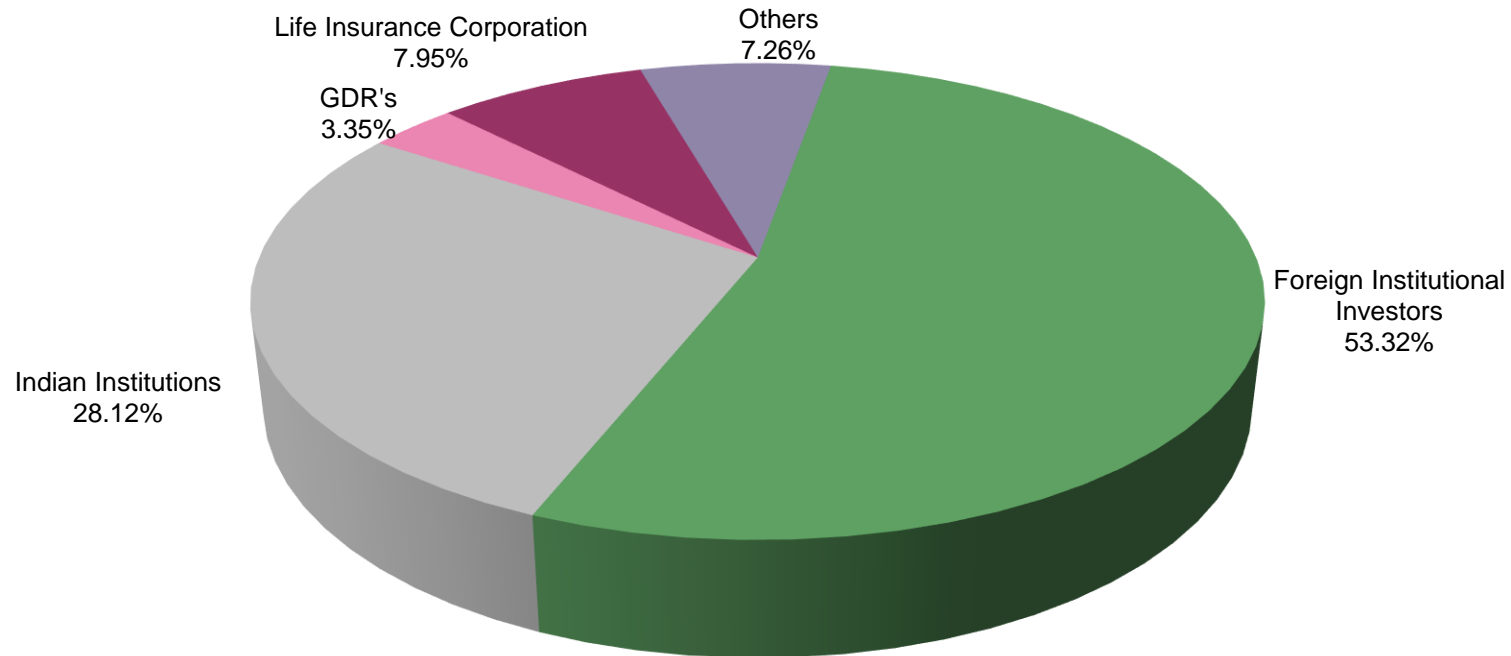


Won "Finnoviti Award for Project Maximus"



Customer engagement initiative of the year for NEO Connect

Shareholding Pattern (as on September 30, 2023)



- Share Capital ₹616 crores
- Shareholders' Funds ₹136,702 crores
- Book Value Per Share ₹444
- Diluted EPS (Q2 FY24) # ₹75.28
- Market Capitalization ₹297,181 crores (as on October 23rd, 2023)

annualized

Financial Performance



Financial Performance (₹ crores)		Q2FY24	Q2FY23	% Growth	H1FY24	H1FY23	% Growth
Interest Income	A	26,626	20,239	32%	52,183	38,968	34%
Other Income	B = C+D+E	5,034	3,855	31%	10,121	6,784	49%
- Fee Income	C	4,963	3,776	31%	9,451	7,282	30%
- Trading Income	D	(101)	(86)	-	418	(753)	-
- Miscellaneous Income	E	173	165	5%	252	255	(1%)
Total Income	F = A+B	31,660	24,094	31%	62,304	45,751	36%
Interest Expended	G	14,312	9,879	45%	27,910	19,223	45%
Net Interest Income	H = A-G	12,315	10,360	19%	24,273	19,744	23%
Operating Revenue	I = B+H	17,349	14,216	22%	34,395	26,528	30%
Core Operating Revenue*	J	17,450	14,302	22%	33,976	27,282	25%
Operating Expenses	K	8,717	6,499	34%	16,948	12,925	31%
-Staff Expense	L	2,610	2,167	20%	5,298	4,353	22%
-Non Staff Expense	M	6,107	4,332	41%	11,650	8,572	36%
Operating Profit	N = I-K	8,632	7,716	12%	17,446	13,603	28%
Core Operating Profit*	O	8,733	7,802	12%	17,028	14,357	19%
Provisions other than taxes	P	815	550	48%	1,849	909	103%
Profit Before Tax	Q = N-P	7,817	7,166	9%	15,597	12,694	23%
Tax Expenses	R	1,954	1,837	6%	3,936	3,239	22%
Net Profit	S = Q-R	5,864	5,330	10%	11,661	9,455	23%
EPS Diluted (in `) (annualized)		75.28	68.36		75.28	61.27	
Return on Average Assets (annualized)		1.76%	1.80%		1.78%	1.62%	
Return on Equity (annualized)		18.30%	18.49%		18.72%	16.80%	
Capital Adequacy Ratio (Basel III) (incl. profit)		17.84%	17.72%		17.84%	17.72%	

* excluding trading profit

Financial Performance



Financial Performance (\$ mn)		Q2FY24	Q2FY23	% Growth	H1FY24	H1FY23	% Growth
Interest Income	A	3,206	2,437	32%	6,284	4,692	34%
Other Income	B = C+D+E	606	464	31%	1,219	817	49%
- Fee Income	C	598	455	31%	1,138	877	30%
- Trading Income	D	(12)	(10)	-	50	(91)	-
- Miscellaneous Income	E	21	20	5%	30	31	(1%)
Total Income	F = A+B	3,812	2,901	31%	7,502	5,509	36%
Interest Expended	G	1,723	1,190	45%	3,361	2,315	45%
Net Interest Income	H = A-G	1,483	1,248	19%	2,923	2,378	23%
Operating Revenue	I = B+H	2,089	1,712	22%	4,142	3,194	30%
Core Operating Revenue*	J	2,101	1,722	22%	4,091	3,285	25%
Operating Expenses	K	1,050	783	34%	2,041	1,556	31%
- Staff Expense	L	314	261	20%	638	524	22%
- Non Staff Expense	M	735	522	41%	1,403	1,032	36%
Operating Profit	N = I-K	1,039	929	12%	2,101	1,638	28%
Core Operating Profit*	O	1,052	940	12%	2,050	1,729	19%
Provisions other than taxes	P	98	66	48%	223	109	103%
Profit Before Tax	Q = N-P	941	863	9%	1,878	1,529	23%
Tax Expenses	R	235	221	6%	474	390	22%
Net Profit	S = Q-R	706	642	10%	1,404	1,139	23%
EPS Diluted (in `) (annualized)		75.28	68.36		75.28	61.27	
Return on Average Assets (annualized)		1.76%	1.80%		1.78%	1.62%	
Return on Equity (annualized)		18.30%	18.49%		18.72%	16.80%	
Capital Adequacy Ratio (Basel III) (incl. profit)		17.84%	17.72%		17.84%	17.72%	

\$ figures converted using exchange rate of 1\$ = ₹83.045

* excluding trading profit

Balance Sheet



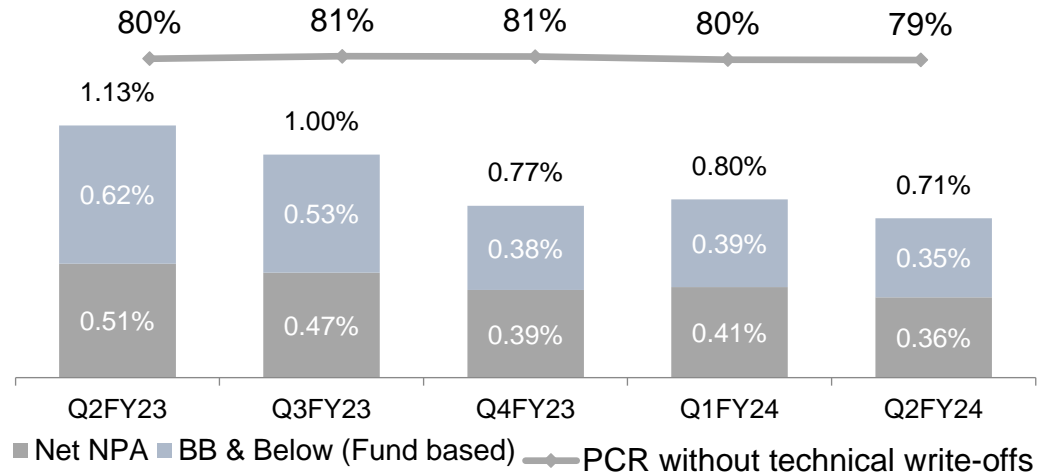
Balance Sheet	As on 30 th Sep'23	As on 30 th Sep'22		As on 30 th Sep'23	As on 30 th Sep'22	% Growth
CAPITAL AND LIABILITIES	In ` Crores	In ` Crores		in \$ Mn	in \$ Mn	
Capital	616	614		74	74	0.3%
Reserves & Surplus	1,36,086	1,23,950		16,387	14,926	10%
ESOP Outstanding	648	298		78	36	117%
Deposits	9,55,556	8,11,015		1,15,065	97,660	18%
Borrowings	1,85,243	1,81,400		22,306	21,843	2%
Other Liabilities and Provisions	60,765	68,204		7,317	8,213	(11%)
Total	13,38,914	11,85,481		1,61,227	1,42,752	13%
ASSETS						
Cash and Balances with RBI / Banks and Call money	68,592	71,209		8,259	8,575	(4%)
Investments	2,95,691	2,87,621		35,606	34,634	3%
Advances	8,97,347	7,31,083		1,08,056	88,035	23%
Fixed Assets	5,238	4,731		631	570	11%
Other Assets	72,046	90,837		8,675	10,938	(21%)
Total	13,38,914	11,85,481		1,61,227	1,42,752	13%

\$ figures converted using exchange rate of 1\$ = ₹83.045

Limited restructuring, largely secured and well provided; Declining BB & Below Book

Bank's Net NPA* and Fund based BB and Below* portfolio

PCR (excluding technical write offs) at 79%; net NPA improved 15 bps YoY



BB & below book

BB & Below Outstanding	Q1 FY24	Q2 FY24
Fund based (FB)	3,645	3,434
Non fund based	1,385	1,326
Investments	787	656

The outstanding amount in 'BB and Below' portfolio incorporates cumulative impact of rating Upgrades / Downgrades and Slippages from the pool

*As % of customer assets, as applicable

Update on restructured book

Outstanding Covid (1+2) restructuring as on 30.09.2023	Implemented
Bank	1,756
Retail	1,536
Wholesale	219
CBG	-
Bank as a % of GCA	0.19%
Retail as a % of segment GCA	0.29%
Wholesale as a % of segment GCA	0.08%
CBG as a % of segment GCA	-

- Provision on restructured book Rs. 510 crs, coverage ~ 21%
- ~97% of Retail Covid (1+2) is secured, unsecured 100% provided
- Linked but not restructured NFB Rs.895 crores
- MSME (1+2) restructured book Rs. 336 crs, 0.04% of GCA, provision held Rs. 98 crs
- Linked non-restructured book Rs. 117 crores, provision held Rs. 40 crs

Key comments on BB and Below book

- Rs. 130 crs downgraded to BB & below during the quarter, down 42% YOY
- Rs. 96 crs slippages (FB + Investments) to NPA
- Average ticket size ~ Rs. 35 crs
- ~ 17% of BB & Below book rated better by at least one rating agency
- Top 4 sectors comprising Power Generation & Distribution, Infra Construction, Hotels, and Real Estate account for 66% of FB book

Except for the historical information contained herein, statements in this release which contain words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “strategy”, “philosophy”, “project”, “should”, “will pursue” and similar expressions or variations of such expressions may constitute “forward-looking statements”. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow projections, our exposure to market risks as well as other risks. Axis Bank Limited undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Thank You